

# WEEKLY DRUG MARKETS

**With Prices Current of Drugs and Chemicals**

WEEKLY MARKET EDITION OF THE PHARMACEUTICAL ERA  
PUBLISHED BY D. O. HAYNES & CO., AT NO. 3 PARK PLACE, NEW YORK

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No. 6

## A Question of Business Ethics

On page 24 of this issue we print a letter from a prominent Wholesale Druggist who objects to our printing Original Package prices for circulation to Retail Druggists. We also print the full text of our reply and particularly request that our readers note carefully this correspondence.

**"Weekly Drug Markets"** will endeavor to supply the drug buyers with more complete and reliable market information than they have heretofore received. It will take some weeks to perfect our plans and make all necessary connections, but the task is not an impossible one and we have many years of experience to guide us in the undertaking.

This journal will be operated as a strictly independent market publication for the benefit of its subscribers. Their interests will have first consideration and their co-operation is requested that we may better serve them.

**New Features**—Two new features we are able to announce now and others will follow. The changes in *"Manufacturers' Goods"* which are published free for the benefit of subscribers, and the *"Drug Trade Exchange"* for any merchandise they wish to Buy, to Sell or to Exchange. Our *Prices Current*, too, is particularly complete, including both the Original Package and Jobbers' prices current.

**Request of Subscribers**—We obtain most of our information from the SELLERS, and we want to cultivate closer relations with our subscribers—the BUYERS. We want each subscriber to feel at liberty to send us his inquiries, by mail or by wire. We will, on request, cover more fully any special article or lines in which you are interested, or obtain direct quotations for you if you have no buyer here in New York, or if you want to check him up. *Let us know what you want and we will try to serve you.* Such inquiries help our reporters to get a more accurate line on the real conditions.

**Consolation**—There is one consolation from these war conditions—the silver lining to the cloud, as it were. Many druggists who will now be forced to study the markets in self protection, will be greatly benefitted by this experience. They will not only protect their present stocks and save in their buying, but it will make them better masters of their own business, and many of them will some day be glad that this was forced upon them.

**Subscriptions**—The subscription price of WEEKLY DRUG MARKETS is \$4.00 a year for the U. S., Cuba and Mexico; to Canada \$4.50, and to foreign countries \$5.00. Yearly subscriptions only accepted, and all payments strictly in advance. Our Special Introductory Offers in combination with our other journals are very liberal—see the Special Order Blank.

**D. O. HAYNES & CO., PUBLISHERS, No. 3 Park Place, New York, U.S.A.**

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WITH PRICES CURRENT OF DRUGS AND  
CHEMICALS

Weekly Market Edition of  
The PHARMACEUTICAL ERA

ISSUED EVERY WEDNESDAY

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WEDNESDAY, OCTOBER 21, 1914

## MAKING A DICKER

The visit to this country of Sir George Paish and Basil Blackett, representative of the British Treasury, has been cleared of some of its mystery by an announcement from Washington that after several conferences with Secretary of the Treasury McAdoo, methods of handling the present financial situation have been worked out on the following basis:

Restoration of cotton shipments to England at the earliest possible date. Sir George Paish believes the consumption of this product in England will be normal, or nearly so, within a short time.

Purchase of all manner of supplies in American markets, horses, grain, meat and other products, the cost of which will apply on what the United States owes England.

Satisfactory securities, to run from three months to a year, to cover the big balance that is expected to remain in favor of England after preliminary payments are made from the \$150,000,000 gold pool recently established by the bankers of this country.

Apart from the securities issued by American corporations and owned abroad, it is estimated that the United States indebtedness to Great Britain is \$250,000,000. The pool providing \$150,000,000 already is taking care of the immediate necessities of the situation. Any method that will facilitate the balancing of accounts between the two countries will be received by business men gratefully; but if a

raid on our gold reserve is contemplated, such as might be made in the event of the reopening of the New York Stock Exchange, the Administration should lose no time in frustrating it. Manifestly it would be absurd to expect the United States on such short notice and under such adverse conditions to take care of all the American securities owned by Europeans. In no conceivable circumstances should the Administration sanction any arrangement that contemplates the removal of large amounts of gold from the United States Treasury.

## FEDERAL RESERVE BANKS

A conference is in progress in Washington between the Federal Reserve Board and the directors of the twelve Reserve Banks. It is expected that the conferees, during the three days' session, will determine the date upon which the banks will open for business; establish a definition of eligible paper; provide for clearances of checks; fix the method of redeeming National Bank notes and the system of accounting to be adopted. Several ways of eliminating National Bank notes have been suggested, none of which is fully acceptable to the National Banks. There is no disposition to treat the banks unfairly, and no doubt some plan which will meet their approval ultimately will be adopted. Proceedings at this conference will be watched by business men with keen interest.

## WAR TAXATION BILL

The question of what shall and what shall not be taxed in the War Revenue measure has not yet been fully determined by Congress. The attempt of several southern congressmen to inject the cotton situation into the discussion of the measure has delayed and complicated the situation. However, the finance committee of the Senate finally withdrew the section of the bill which related to the taxation of medicinal proprietary articles and preparations. This tax is not likely to be restored to the bill, but there will be a stamp tax on perfumery, cosmetics, and similar articles of from one-eighth of a cent for each five-cent package to five-eighths of a cent on each 25-cent

package and five-eighths of a cent for each additional 25 cents in value; chewing gum, four cents for each \$1 of value.

As the bill stands its maximum annual revenue is \$107,000,000; minimum, \$92,000,000. Beer is taxed \$1.75 per barrel; rectified whisky 5 cents per gallon; domestic distilled wines, 8 cents a gallon; champagne, 25 cents a quart; bankers, \$1 a thousand of capital, surplus and undivided profits; pawn brokers, \$50 a year; commercial brokers, \$20 a year; commercial merchants, \$20; proprietors of amusement places, \$25 to \$100 a year; leaf tobacco dealers, \$6 to \$24; cigar manufacturers, \$3 to \$2,496; cigarette manufacturers, \$12 to \$2,496.

In addition to perfumes, cosmetics, and chewing gum, there is a stamp tax on bonds, debentures, stock certificates, board of trade sales, promissory notes, bills of lading, newspaper shipments, telegraph and telephone messages, indemnifying bonds, conveyances, marine and fire insurance policies, casualty insurance, steamship tickets to foreign ports, parlor car seats and berths.

## TO REACH DEALERS

As in most of the affairs of life common sense is the principal factor in advertising. It ought to be apparent to any manufacturer that the columns of reputable trade journals are as necessary to success in business as the manufacture of his goods. Occasionally, however, comes a man who has not yet learned his lesson. To this man we suggest that he read the paper written by Mr. J. J. Phoenix, president of the Bradley Knitting Co., of Delavan, Wis., for the Convention of Trade Press Associations, held in Chicago last month. Mr. Phoenix goes directly to the heart of the subject. In a canvass of the merchants of Delavan, forty were questioned. Three did not take trade papers—thirty-seven subscribed for ninety-eight trade and class journals. Mr. Phoenix's paper is printed elsewhere in this number. It is instructive reading. Its conclusion is: "The trade press is a tremendous vitalizing force for good in business life; indeed, no other influence is so powerful with the dealer—not even consumers' demand."

### ANSWERING A CRITIC

Readers of WEEKLY DRUG MARKETS will be interested in the correspondence printed on page 24 of this issue. The name of our critic—and by no means is he alone among jobbers—is withheld by request; but he is an official in one of the largest and best-known wholesale drug houses in the West. Our attitude in the matter of publishing jobbers' prices is that it is our plain duty to print all facts in regard to the drug and chemical markets. Package prices are necessary to show the dealer the trend of the market, and to assist him in deciding on his purchases. These prices the retail druggist, we are convinced, will find of pronounced value in the conduct of his business. We believe, furthermore, that the intelligent buyer is the more desirable customer for the jobber. While we shall endeavor to make WEEKLY DRUG MARKETS of service to the entire trade, we shall not, in any circumstances, neglect the interests of retail druggists. This week prices have changed on 72 articles.

### EXPORTS BOOMING

Within the last week there has been a notable increase in the value of exports; not alone over the figures of the preceding week, but exceeding the figures of the same week one year ago. The nations at war have begun to buy, and henceforth foodstuffs, clothing, and all sort of manufactures will be in demand by the nations now engaged in warfare. There is nothing unexpected in this situation, yet it is pleasant to emphasize the fact rather than prophecy.

This is the time for Uncle Sam to take a little hitch in his trousers and get on the job.

### THE HARRISON BILL

It is reported that the Congressional conferees on the Harrison anti-narcotic bill have reached an agreement. The text of the bill has not been made public, but its provisions are said to be satisfactory. The interests of the country and the city practitioner are so diametrically different that the subject of personal attendance of the physician aroused considerable contention in the conference. As it

stands, the bill requires that it shall be unlawful for physicians, dental surgeons, veterinaries and others to administer opium, cocaine, or other narcotics without personal attendance by such physician and others upon the patient; or, in the event of non-personal attendance, a record of each administering of doses of the narcotic must be kept. As an aid in checking the indiscriminate use of these drugs the pending bill will be most effective.

### BLAZING THE PATH

There are days of opportunity for men who possess the initiative. Very shortly after the passage of the Banking and Currency law which permits the establishment of foreign branches of National banks, the National City Bank obtained authorization to maintain branches at Buenos Aires and Rio de Janeiro. The underlying idea of this enterprise was ably explained before 1,000 members of the Merchants' Association at Hotel Astor, last week, by W. S. Kies, manager of the foreign department of the National City Bank.

What this bank is trying to do for American trade is just as praiseworthy as the accomplishment of James J. Hill in building railways into the sparsely settled or wholly uninhabited lands of the North-West. Financial facilities are just as important to commerce as transportation facilities, and in paving the way for the development of trade between the United States and the Latin-American countries, the National City Bank not only has demonstrated its confidence in the future of this country, but has taken a step which should receive the commendation of all merchants and manufacturers.

### DIRECT FOREIGN DEALING

It is gratifying to know that a new system of selling American goods is being inaugurated. According to the *Wall Street Journal* several importers of cotton in Sweden, Denmark, Spain and Italy have arranged with New York banks, and private banking houses for an acceptance credit. Bills covering the shipments, running for 90 days, accordingly have been drawn

in dollars and disposed of in the local market. The fact that these bills have been discounted at 6½ per cent., when the minimum quotations for the best paper issued by mercantile houses has been fixed at 7 per cent., would seem to indicate that the bank acceptances are regarded as the more desirable investment. The sooner we are able to finance directly our commerce with foreign countries the better. Many financiers believe that the establishment of the Federal Reserve System will ultimately accomplish a great deal in this direction.

### TWO ALERT OFFICIALS

Both the Health Officer of the Port of New York, Dr. O'Connell, and Commissioner of Immigration Howe appear to realize the importance of the work that lies before them in safeguarding the health of the city, state and nation. In a recent interview Commissioner Howe said: "Many of the diseases of war are slow in making their appearance, and it is not impossible that there may be serious outcroppings of such diseases among aliens who are admitted to this country before the disease manifests itself."

Dr. O'Connell, in a preliminary report to Governor Glynn, calls attention to the necessity of special watchfulness at quarantine to prevent the admission of disease-infected persons at this port. It is not necessary to emphasize the importance of this matter. Clearly, neither money nor skill should be spared to keep out the epidemics that are practically certain to follow the present war.

Soft drink manufacturers claim there is no excuse for the rise of prices on herbs raised in this country, and ask for an investigation of the subject. Some of the ingredients used have advanced sharply in price. Unless relief is forthcoming the alternative is a raise in prices.

Kits of goods made of cotton and shipped to the soldiers of any country through the Red Cross is becoming a practical form of philanthropy. In urban drug stores these kits meet a good sale.



### HOW TO REACH DEALERS

#### National Distribution Economically Secured Through the Business Press

By J. J. PHOENIX

President, Bradley Knitting Co., Delavan, Wis.\*

In this blessed land of peace and prosperity there are in excess of 700,000 retail stores and traders.

The fact that 700 or 800 trade and class journals find ready and increasing circulation in this great dealer army indicates the enormous field which to-day is being covered with remarkable ability.

In order to ascertain the retailers' attitude toward the trade press, I interviewed merchants in my home town, Delavan, Wis., having 3000 inhabitants, only 85 miles from Chicago, and its merchants, with keen competition locally and from nearby cities, have succeeded in building up an excellent trade center. Out of the 40 merchants questioned, three did not take trade papers—37 men subscribed for 98 trade and class journals.

Every subscriber expressed his appreciation of and indebtedness to the journals he received.

*The trade press is a tremendous vitalizing force for good in business life, indeed, no other influence is so powerful with the dealer—not even consumers' demand.* Primarily and rightly the true merchant stands between manufacturer and consumer, guarding alike the interests of each, even though it has been said that the manufacturer must assume the responsibility for the sale of his product to the ultimate consumer.

Therefore it seems logical that the manufacturer and jobber desirous of distribution economically and quickly effected, should approach the dealers through the trade press. A case in point is a page from the autobiography of our company.

Some years ago the Bradley Knitting Company brought out a new knit goods article of great promise. We were known to a small clientele with limited distributing power, and the jobbers' field was occupied with several makes of similar appeal. As the article was not only useful but invested with the style element, it was necessary to secure immediate and wide dealer connection. We put our problem up to the publishers of our dry goods trade papers. We had known these men for many years, they were friends and counselors in the problems connected with our retail store. We knew them as big, able successful men in the dry goods trade, and we followed their advice to undertake a modest trade paper campaign in the leading clothing and dry goods journals. **The results were immediate, were well nigh overwhelming. At an expenditure of less than \$6000 in trade papers and follow-up advertising we sold over 8000 new accounts with not a dollar of consumer publicity. True we were fortunate in the article, the time and conditions, but the trade press publicity brought us**

the dealers' attention and our merchandise the rest. We then began national consumer advertising and hope ever to continue.

Nation-wide dealer acquaintance, good will and influence can be secured through this trade press advertising at a mere fraction of the cost of sufficient national advertising to create consumer demand forceful enough to make the merchants stock goods. I have in mind the experience of two makers of soft drinks. The first with small capital, used trade papers and personal solicitation—the first year on the verge of failure, in two years a fine business established, and then national consumer publicity constantly followed with great success. In the second case a really delicious soft drink was produced, and out of a \$100,000 capital, \$75,000 was spent in consumer papers, city dailies, magazines, temperance and church papers the first season. There were consumer inquiries, a smile here and there at the fountains and cafes, few dealers' accounts, and the waters of oblivion closed over another unsuccessful venture.

An article well advertised in the trade press has advanced letters of introduction that open the merchants' doors upon the salesman's arrival. Notice, this has been a hard year on the knit goods trade, the reduction in tariff let in much foreign goods, the mild winter left stocks upon merchants' shelves, the uncertainty as to the future frightened; all combined to hold up trade. Our company met the situation with increased trade paper advertising, colored inserts, featuring novelties, etc., and up to Sept. 1st our shipments exceeded any previous year. **EXPERIENCE HAS TAUGHT US THE VALUE OF THE TRADE PRESS INTELLIGENTLY USED.**

### BIG SHIPMENTS TO RUSSIA

#### Going by the Way of San Francisco and Vladivostok

Shipments from New York now are made to Russia by way of San Francisco and Vladivostok, thence across Siberia. This new round-the-world route is necessitated by the uncertainty of shipping going through from Norway to Russian ports direct.

This week Dietrich Heydemann, exporter, of 17 Battery Place, expects to send a full cargo of American products to Russia by way of the Trans-Siberian railway, and it will require from two months to ten weeks to make the trip.

Most of the enormous purchases of millions of pounds of absorbent cotton and millions of yards of gauze, purchased here by the Russian government for the Red Cross department of the army, will be forwarded that way. This now is being sent overland to California for shipment from San Francisco.

The port of Archangel, the northernmost in Europe, still is open, and normally is available for navigation until the middle of November. So there still is plenty of time for shipment that way. However, the German warships in that vicinity are a menace, and the war risk on contraband cargoes taking that route are almost prohibitive.

Passenger traffic from the United States

to Russia is via England, Sweden and Norway and Finland. However, increasing difficulties are being met in trade over this route, and it is believed that henceforth the only safe way of entering Russia will be by the way of Vladivostok, the terminus of the Trans-Siberian line, a single track railroad.

### CHEMICAL RESEARCH BUREAU

#### National Government Is Asked to Establish One

(Correspondence WEEKLY DRUG MARKETS)

PHILADELPHIA, Oct. 20.—Druggists, chemists and pharmacists in this city are interested and much concerned in a resolution forwarded to the National Government at Washington, which also takes the nature of petition, in which it is particularly desired that the Government establish a chemical bureau for research work much on the same plan as those now in operation by the Department of Agriculture, but on a more definite and pronounced scale.

The resolution was framed by the Merchants' and Manufacturers' Association, and has behind it the solid indorsement of manufacturing druggists here, besides having behind it the impetus given it by those druggists and chemists who are members of the association.

At the time the resolution was proposed and framed it was seen that a situation had arisen in which the American manufacturer, who previous to the war was entirely if not absolutely dependent upon foreign chemical products, is shut off from his source of supply. Accordingly the following was forwarded to Washington:

WHEREAS, The phenomenal growth of German manufacturers during the past few years had been largely due to co-operative aid by the German Government, and

WHEREAS, Our own Department of Agriculture has for many years been a conspicuous example of successful co-operation along similar lines,

THEREFORE BE IT RESOLVED: That this Association petition the United States Government to take prompt action looking towards the establishment of a bureau or bureaus for research work along chemical lines, paying particular attention to such chemicals as are largely used in American industries, but not now manufactured in this country.

It is intended that the Government upon the establishment of the proposed bureau or bureaus employ qualified and effective experts to institute research work with the object of producing chemicals which will be not only an effectual substitute for those which we have been receiving from Germany and other countries, but also of such a standard and quality as to supersede the dependable articles once and for all.

This information, like all others obtained through the efforts of the Government, will be disseminated through the proper channels, and will be for the exclusive benefit of those in a position to take advantage of the opportunity. However, up to this writing no word has been received indicating that the plan has been accepted, but it is generally conceded that in view of what private institutions are doing in this direction the government will take a concerted interest in the matter.

\*Paper read at the Ninth Annual Convention of the Federation of Trade Press Associations held in Chicago, Sept. 24-26th, 1914.



## London Activity

**While Home Requirements Are Quiet, Export Business Is Increasing—Chemical Products Received From Neutral Countries—Demand for Medicines Needed in Field and Hospital.**

(Special Cable to WEEKLY DRUG MARKETS)

LONDON, Oct. 21.—The market with regard to home requirements is quiet, but export business is more active. Good supplies of chemical products are coming forward from neutral countries.

Antimony on the spot is scarcer and dearer, prices having advanced to 55£ per ton for English regulus. Carbolic acid is advancing, 10½d being asked for best medicinal quality 39 to 40° crystal; citric acid is cheaper and now quoted at 3s per pound, makers reducing their prices on citrates correspondingly. Cocaine is offered at 7s 3d per ounce. Opium is firmer, being held at 21s per pound for 11½ per cent. quality. No quotations are reported from either Constantinople or Smyrna. Silicate of soda has advanced 5s per ton. Tartaric acid is firmer with prevailing quotations at 1s 9d per pound. Quicksilver is very scarce, nominal quotations being 11£ per flask. Makers' prices for mercurials are expected to still further advance in sympathy with the metal.

War requirements have somewhat stimulated business for medicinal products needed for use in the field and hospital.

## London Markets

(Correspondence WEEKLY DRUG MARKETS)

LONDON, Oct. 9.—There has been a decided broadening of business during the week, and, although price fluctuations in most cases are less marked, quite a number of changes of interest can be recorded. Imports from neutral countries continue to increase and we notice a further accretion in business with the U. S. A.

ACETIC ACID is arriving freely from our side. Glacial 100% fetches £47/10/- per ton in carboys; commercial 80% £32/10/- in casks.

ATROPINE is in demand and higher at 4s per oz. for sulphate.

CAPSCUMS, 50 bales ordinary Bombay are held at 35s.

CHAMOMILES, Belgian new crops 90s for fair white.

CHILLIES are scarce and dearer, African red 95s.

CITRIC ACID is arriving again from several French ports and is called to-day 3s 3d spot.

COCAINE HYDROCHLORIDE easier 7s 9d per oz.

CREAM OF TARTAR cheaper at 185s.

IPECACUANHA in better demand Matto Grosso 8s 4d. Cartagena 6s 6d forward to arrive 5s 9d c.i.f.

LEMON OIL forward is wired from Messina to-day at 4s. 9d., c.i.f. spot 6s.

MENTHOL has been sold at 10s 3d for Kobayashi.

MERCURIALS—Makers have advanced their scale of prices by 6d per lb. Hydro-subchlor 3s 8d.

MORPHINE—Foreign government orders have been missed this week and manufacturers ask nominally 11s per oz. for powder salts.

OPIMUM has advanced 1s per lb. during the last 10 days. Business with Smyrna is at a standstill, there being no rate of exchange; purchases there can only be effected by remitting specie. In one instance recently and within our knowledge a quantity of opium was actually bought and paid for in Constantinople, but subsequently seized by the Government and now engages our Foreign Office; 21s 6d is asked for good drugists. This product still remains under government embargo but American purchases in this market made previous to the war have been liberated under special permit.

PEPPERS are moving upwards. To arrive White Singapore is quoted 87/8d. The spot price of fair Black Singapore is 5½d. Dec., Oct., 4¾d c. i. f. Tellicherry is quoted 5¾ and Lampung 5¼ spot.

PEPTONE 14s 6d.

POTASH PERMANGANATE 150s.

QUICKSILVER has advanced from 10s 1t 15s per bottle. Nothing is offering in first hands and sellers ask £9 5s. The underlying conditions of this market are extremely interesting and similar fluctuations to those of late have not been experienced for many years. With no arrivals from Italy and a demand for the British Government the Almaden Mines have it entirely their own way at present. Re-exports for September here are as high as 105,975 lbs., as compared with 74,700 lbs. last year.

TARTARIC ACID 1s 9½d Oct./Nov. 1s 7d.

### Buying Sugar Freely

SUGAR—In order to avoid a sugar famine in consequence of the cessation of the supply of Beet Sugar from Germany, Austria and Belgium the British Government has purchased 900,000 tons of raw sugar at about \$100 per ton, the transactions involving an outlay of about \$90,000,000. The sugar has been purchased in Demerara, Java and Mauritius—and further purchases have been made in the U. S. A. of refined quality.

This is by far the largest purchase of sugar which has ever been made in the world's history.

The raw sugar is to be sold practically at cost price to the home refiners.

It is believed that the arrangement will tend to decrease the existing retail prices or, at any rate, that it will prevent any increase.

### Foreign Exchange

Each import of American coin into the Bank of England tends to remove the American exchange deadlock. The present prohibitively high rate of exchange is due to the fact that the exports of the United States to us are not sufficient to meet that country's debts here, especially

as, far from selling securities on this side, she has had to buy them back in enormous quantities. In this way there is caused a dearth in New York of drafts on London and hence an abnormally high price for them. The gold movement tends to reduce the country's debts to us and so to restore the balance.

To-day's New York exchange in London: Cable Transfers, \$4.96, \$4.98; Cheques and Mail transfers, \$4.97, \$4.99.

## London Letter

(Correspondence WEEKLY DRUG MARKETS)

LONDON, Oct. 9.—The possibilities of increased home production of drug plants are now receiving considerable attention in view of the special circumstances of our drug supply, and one is led to note that the Board of Agriculture has interested itself in the matter. The Government Department issues a monograph of considerable importance on the cultivation of medicinal plants in England, written by W. A. Whatmough, B.Sc.

During recent years the competition of foreign wild products has restricted the acreage devoted to drug cultivation in this country, and British grown drugs were, prior to the war, being driven out of the market by the cutting down of prices. Growers of medicinal plants are now, however, being bombarded with inquiries for supplies, especially of belladonna leaves and roots. Fourteen years ago, home grown belladonna was in excess of the amount required for making green extract and the price of surplus leaves, after drying, declined until, in 1909, they sold at considerably below cost. Cultivation was then carried on at only four farms having factories attached, and even there on a reduced scale. Owing to the present war, roots which sold for 11 dollars a cwt. in January, immediately rose to \$25, and before the end of August were up to \$37 and more. Continued shortage will certainly be experienced during the next few years and increased sowing of seed by farmers is advocated. Generally speaking, the South of England is especially suitable for drug growing, and is further favored by being near the principal consuming market.

With regard to aconite, although Swiss supplies which usually come via Germany are cut off, Japanese roots are plentiful, and Spanish root is coming into the market so that the demand for English aconite is still restricted. The official aconite grows wild in some shaded places in the West of England and in South Wales. Licorice roots are grown near Chipping Norton in England, but our climate is not sufficiently hot to ripen them, and while the price of Russian and Spanish roots has almost doubled, the temporary shortage is not considered serious enough to warrant cultivation here. The Board of Agriculture considers it will probably be profitable to grow more chamomile next year, though the labor involved in collecting the English grown article is more than the price normally obtained for the Belgian drug.

Although the Continental supplies of digitalis leaves from Thuringia and the Hartz mountains are stopped, there should be enough of the wild plant in England to satisfy home requirements if it can be

collected. A few growers in this country cultivate the foxglove in order to provide a drug of more uniform activity from a true type of digitalis purpurea. The only place in England where goldenseal (*hydrastis canadensis*) appears to be grown commercially is the Wellcome Materia Medica Farm in Kent, where the plants are grown in a dell shaded by elms and bramble bushes and under lattice work. The problems of shade and moisture have to be solved before cultivation of this essentially American drug can become a paying proposition in this country. Henbane is cultivated in England for extract making, and the established drug farms will probably be able to meet all requirements while the Egyptian henbane, a valuable source of the mydriatic alkaloids, hyoscyne, hyoscyamine and atropine, luxuriates at the Wellcome farm in Kent. No serious shortage of opium poppy heads is anticipated, as the white variety of opium poppy is still grown in many parts of the country, especially Lincolnshire. The thorn apple (*Datura Stramonium*) is not raised commercially here, but the stoppage of wild leaves from Austria-Hungary, with a consequent rise of prices of one hundred per cent., makes it a profitable proposition. Valerian is common in England in the wild state, but little is cultivated and a great scarcity already exists. Most of this drug plant of commerce consists of rhizomes from plants grown in Derbyshire or imported from Holland, Germany and France.

Contrary to a general belief, the production of absolute alcohol is not illegal in this country, although in the past a lack of any of this spirit beyond what is imported has been a hindrance to the manufacture of certain fine chemicals. Last year we received 28,994 proof gallons from abroad. The manufacture of absolute alcohol involving simply an arrangement of distillatory apparatus, and no chemical treatment of spirit, has been undertaken by Messrs. James Burroughes, Ltd., of Lambeth.

There is a movement to revive the industry of wood distilling for the production of acetone, glacial acetic acid, formaldehyde, and methyl alcohol, which at one time was a fair home industry. The University of Durham is having constructed, at Newcastle on Tyne, a plant for this purpose, while it is stated that the Government plant in the Forest of Dean in Monmouthshire is to be worked with more seriousness.

## New York Markets

Just as the 42-centimetre Krupp guns battered down the forts of Namur and Antwerp, so the "watchful waiting" policy of manufacturers has battered down prices in the last week. Scarcely half a dozen articles show an advance, but more than fifty have receded. And the articles which are marked up are not the staples, of big sale and heavy demand, but rather odds and ends which are in small supply, and have been strengthened because of inquiry. In the list of articles marked down, however, is opium, citric acid again, thymol, Messina essences, and various gums.

Opium is reduced 75c in some quarters, the lowest quotations on gum being \$9.25. However \$9.75 is the general asking price.

Absence of any buying movement is the chief cause of the sagging prices which have marked the last few weeks, but it has been said the New York market is "merely sitting on a volcano," and that when the big buyers enter the lists again to stock up, there will be a greater "uplift" movement than was noted in August, when new high levels were reached by nearly every article listed.

There is so much confidence regarding the success of the steamship Matanzas sent to Rotterdam under the American flag for a cargo of drugs and chemicals, that another boat is on its way there, and extensive preparations are being made in the trade to send a whole fleet of American bottoms after the enormous stock of German supplies reported to be in Dutch ports.

The American Sun, owned by the Sun Oil Company, of Philadelphia, which left that port on October 8, carrying 8,000 tons of petroleum to Amsterdam, has been chartered by Conrad H. Ruhl, of No. 17 Battery place, to a group of New York importers, which includes the Badische Co., H. A. Metz, Heller & Metz, the Cassella Color Co., Roessler & Hasslacher Chemical Co. and a dozen other concerns. This vessel is expected to start westward early in November with 8,000 tons of drugs and chemicals.

Mr. Ruhl expects to send other tank steamers to Dutch and Danish ports in the near future, and asserted he probably would arrange to charter them to the drug and chemical trade if the mission of the American Sun proves a success.

The trade merely waits action on the shipments from Rotterdam. The bugbear reported in this country a few weeks ago that Holland would put a stop to all trade across the frontier has not materialized. It is believed all the German articles that can be manufactured may be shipped down the Rhine for some time to come. Great Britain has not evinced any intention of carrying out her reported threat of seizing any goods from or for Germany regardless of ownership and even though in neutral bottoms. The English, however, are in worse need of dyestuffs than are Americans. Already reports are being received from their great manufacturing centres that many of the larger textile plants are running on half time and lack of colors may cause wholesale shutdowns in the near future. Great Britain has depended on Germany for dyestuff, as has the United States.

Mail advices now are being received from Germany more freely by agents and principals in this city. All are couched in glowing terms and prophecy a quick end of the war and the defeat of the allies. Also it is reported that the industries of Germany are being operated, although at reduced time. This reduction is said to be caused by the curtailed markets, and not by a lack of labor.

In some letters complaint is made of the lack of cotton and unless shipments are received there soon, it is said, many textile manufacturers will be forced to close their plants.

In the local market it now begins to appear that stocks of all imported articles on hand at the beginning of the war were immensely larger than was admitted by holders. Although there was a rush to load up with supplies in August and

prices were forced higher than ever before in many things, no large purchases were made because holders stuck out for even higher prices than were offered. So that few concerns really did stock up, although it was their attempts to do so which caused all the trouble. But nearly two months have elapsed and still the market is not entirely "out" of any single product. Another amazing fact is the constant sagging and clipping of prices on German products, which it is asserted are not coming in, and which, on the other hand, should be climbing daily in price as the supply gets shorter.

If the missions of the Matanzas and the American Sun are successful and it is found possible to relieve the situation here with the arrival of quantities of German goods, then the worst may be over as far as price panics are concerned.

Reports have been received here in the last week that the ports of Stockholm and Copenhagen are jammed full of German commodities and that manufacturers are rushing their wares to Denmark for shipment to the United States in neutral bottoms.

Americans in this market, however, are not fully assured by these efforts of the Germans and their American representatives to continue to trade on a large scale by way of Holland, Denmark, and Italy, and fear that with the growth of any large business from these neutral ports the British will become alarmed and put a stop to all such traffic.

OPIMUM—The expected decrease in the price of opium has come in the last week, 25c being knocked off the \$10 mark on Saturday, and by the beginning of this week the gum could be obtained even a half dollar cheaper, at \$9.25. This was for gum received from Greek and Italian ports by way of England. Granular opium is reduced to \$12.50 and powdered to \$11.50. These are the lowest prices reached since hostilities began. In July the gum stood at \$6.75. The decrease in price had been forecast for some weeks following the renewal of shipments from London and the gradual moving of supplies out of Turkey. However, the movement from the Ottoman Empire may be arrested at any time. It is reported the Dardanelles have been mined and that all traffic through that body of water will be suspended. If this be the case then the holders in this country and in London will assume a firmer attitude and a rise is possible. Huge amounts of Indian and Persian gum are held in England, whence all shipments to the United States are coming from. In August last imports of opium were 15,000 pounds less than in the same month of the preceding year.

CODEINE—An easier feeling pervades this alkaloid of opium, following reduced prices on the gum, but it still is offered at \$7 an ounce in ten ounce lots. Domestic manufacturers assert the price will not be advanced for some time, even though opium imports cease, as there is a large supply of codeine on hand, and no excuse for any added cost to the consumer.

MORPHINE—This alkaloid cannot be obtained from England further. Reports have it that the supply of morphine in Great Britain is so short that none may be exported. With the large supplies of gum there, however, it is expected this situation soon will be remedied. It is said there is

a shortage of morphine in Germany also. This narcotic is used so largely for allaying pain that it is natural there should be ever recurring shortages of the drug in the warring nations. It is offered here at old figures of \$5.30 an ounce in 50 oz. lots.

**QUININE**—Domestic manufacturers are expected to announce an increase in the price of quinine salts. The demand is stiffening almost daily, and manufacturers show reluctance to make contracts at the present 31c in 100 ox. tins quotations. The inquiry for export continues, and it is believed this is another article which is needed badly by the belligerents. Recent rains in the eastern and western theatres of war and the consequent colds and ills sustained by the troops probably has used up huge quantities of the quinine reserve in the various red cross departments. At the last Amsterdam auction, 50,000 oz. of British pharmacopoeial quality salts commanded an average price of 21½ florins, the same as was realized in the preceding sale.

**GLYCERIN**—The soap lye grade is held firmly at 14@14½c. as the usual supply of glycerin is being held up. There have been shipments received here from South America of glycerin that otherwise would have gone to London, but was deflected because of the war. This has not eased prices, however. Dynamite glycerin is 21@23c. which is a cent lower than it was a week ago. The pure glycerin is offered at 24c in drums and 25c. in cans, but demand for this has fallen away to almost nothing.

**NITRATE OF SILVER**—Down another notch, nitrate of silver still follows faithfully the example of bar silver. Domestic manufacturers now quote 33c. in 500@1000 oz. lots; 34c. from 100@500 oz., and 35c. in quantities of less than 100 oz.

**ACETONE**—Domestic acetone still is listed at 11½@12c. with the imported article a cent higher. Demand has increased sharply in the last few days which has strengthened the price.

**GUARANA**—Heavy receipts here have caused holders to mark down prices once more on spot stocks. Fifty cents was shaved off whole guarana, the new quotations being \$1.50@1.60, and for the powdered reduction has been made to \$1.75@1.85.

**FUSEL OIL**—As no shipments of any size are expected from either Germany or Russia, holders of fusel oil here are firm in their demand for \$2.10@2.15 and refiners who have little stock on hand, ask \$2.50 for amylacetate, owing to the recent increase in cost of production.

**HAARLEM OIL**—Raw materials have advanced and this is reflected in an increase in prices in the Holland markets. Local importers still name \$3@3.10. The demand here is light and spasmodic.

**CODLIVER OIL**—American dealers are shading \$18 for codliver oil, and highest quotations do not exceed \$19, although the Norwegian refiners have announced they will not sell below \$16.50@17. f.o.b., Norway. The usual autumn demand is not as strong as formerly, this being attributed in some quarters to mild weather and lack of rain during September and early October.

**BERGAMOT OIL**—Recent shipments from Messina have knocked another prop out of the market and the oil may be obtained as low as \$4.85 in some quarters. It can be

bought a nickel higher anywhere and no brand is priced at higher than \$5.

**GERANIUM OIL**—The Turkish product now is offered at \$3.50@3.75 since the arrival of a shipment which replenished spot stocks. African rose is held at \$5@6 and Bourbon at \$4.50@4.75.

**LEMON OIL**—New crop oil is being offered in this market at prices much below the new low level of spot stocks of this Messina essence which has been dropping steadily for almost a month, and which sags lower with every arrival here. The market seems to realize that the United States now is the chief and practically the only market for these Italian oils, and buyers are holding off, evidently intending to force prices below what they were before the war. Some brands are available at \$1.65@1.75.

**ORANGE OIL**—The Italian sweet oil now is priced at \$1.80 on the local market, this being the lowest quotation recorded so far. One brand is held at \$2, but all the rest are listed below \$1.90. The demand is light.

**LIME OIL**—Expressed oil is \$3.25@3.50 and the distilled is \$1.50@1.75. There is little demand at this time, and the market is well stocked.

**PEPPERMINT OIL**—In tins this American oil is priced at \$1.65@1.75 and in bottles \$2.90@3. The 1914 crop is reported to be a large one, and this, in connection with the cessation of export because of the war, seems sure to cause a further drop in prices. There has been little foreign inquiry for peppermint oil in the last three months.

**WINTERGREEN OIL**—Artificial oil which recently was marked up, now is marked down again, following an easier feeling in carbolic acid, and now is obtainable at 90c@1. The leaf oil is held strongly at \$4.25@4.50 and sweet birch is \$1.75@2.

**LINALOE OIL**—Arrival of shipments from Tampico has produced an elastic market. Local holders now name \$3@3.25 as prevailing prices.

**SAVIN OIL**—Lack of demand has caused a reduction of 25c. in this oil, and it now is priced at \$2.25@2.50.

**ACETIC ACID**—There is a firm market in acetic acid, following large shipments. Spot is held stiffly at 1½@1¾c. for 28 per cent and Glacial 99½ per cent is 7¾c. in large amounts and 8½c. for small parcels.

**TARTARIC ACID**—Spot prices are unchanged but steady and sellers quote 50@55c. a lb. Cream of tartar both powdered and crystals are unchanged at 37@38c.

**MURIATIC ACID**—Spot is unchanged at \$1.15@1.85 for 18 degrees in carboys, but the demand is not steady and there is little activity.

**SULPHURIC ACID**—Contracts are held at 85c. for 60 degrees and \$1 for 66 degrees in drum containers. Battery acid is unchanged at 1@1¼c. in carboys, and oleum is 1¼@1½c. in tank cars.

**NITRIC ACID**—Spot is 3¾@4½c. for 36 degrees and stronger grades are higher in proportion.

**OXALIC ACID**—According to quality oxalic acid commands from 15@16½c. a lb. The demand is not so strong as in the preceding week. It is reported that substitutes are taking the place of this acid in some cases.

**CITRIC ACID**—Crystals are offered at 70c, although a nickel more is asked in some

cases. Citrates are offered at following prices—Iron citrate, U.S.P., 72c., iron and ammonium citrate, brown, 69c., green, 79c., potassium citrate 62c., sodium citrate 63c.

**CARBOLIC ACID**—New York agents of German manufacturers offer crystals in drums at 36@38c and in pound bottles at 43@45c. There are rumors in the trade that Great Britain may release some carbolic acid crystals for shipment to the United States on guarantee that the shipment will not be re-exported. This is expected to ease the situation which has existed since the shutting off of the German supply. American manufacturers are unable to make a supply appreciable to be felt in this market.

**COCOA BUTTER**—Domestic butter now is quoted at 26½c and the imported is held a cent and a half higher. There has been a marked strengthening of trade in this line.

**LYCOPodium**—New quotations of lycopodium are 68@70c, which is two cents below what had been asked for it. Spot stocks here have been replenished and demand continues dull.

**NUX VOMICA**—This now is being offered at from 7@8c following recent arrivals. The powdered grade commands 10@11c.

**COUMARIN**—Another dollar has been knocked off coumarin, making \$7@7.50 the holding price, with little trade. Stocks have been replenished in the last week.

**CHLORAL HYDRATE**—From 55@60c is the range of prices for chloral hydrate. Manufacturers seem anxious to move their stocks and output at any figure and it is expected the quotations will be lower.

**ARECA NUTS**—Prices on these nuts have sunk to 5@5½c, owing to recent large shipments.

**CASSIA FISTULA**—Prices now are 6@6½c, following late arrivals. The demand is so slight that further concessions seem necessary to influence action.

**POTASH**—Permanganate has been reduced in price despite the cessation of all shipments from Germany, and new quotations are 35@40c. Other descriptions are not changed.

**CARBONATE OF POTASH**—The hydrated 80-85 per cent. variety is almost unknown in this market as stocks are depleted. Calcined 80-85 per cent. is easier, spot commanding 12@15c a lb. Calcined 96@98 per cent. is steady at 18@20c a lb.

**CAUSTIC POTASH**—Domestic is 14c and imported is 19c with a quiet business, despite energetic competition among jobbers.

**CHLORATE OF POTASH**—Spot is unchanged at 24@25c a lb. Manufacturers offer limited amounts at 15c a lb., f.o.b. works.

**CHLORATE OF SODA**—There is a steady market with contracts held at 14c a lb. minimum, f.o.b. works. There is a slight advance in prices which has not shaken demand.

**CHLORIDE OF BARIUM**—This has been offered in limited supply at \$110 a ton, but \$120@130 continues as the prevailing quotation.

**SAL AMMONIAC**—White granular at 8@9c is easier somewhat on spot. Gray is 6¼@6½c and lump 12@13c, with demand falling off.

**SODA BICARBONATE**—Sellers ask 1c in carlots and 1.1c in bags f.o.b. works. Demand is fair, but new business is chiefly in small amounts.

**BLEACHING POWDER**—From 2@3c is the price on this article, the inside figure be-



ing a slight reduction. Contracts are being made for delivery in 1915 at  $1\frac{1}{4}$ c a lb.

**CAUSTIC SODA**—The local market is held in a firm position with no changes evident in prices. There is a strong inquiry for export trade and the regular domestic demand continues.

**SALT CAKE**—Contracts are held for 55c a 100 lb., and glassmakers are buying heavily.

**SAL SODA**—Contracts are held at 60c and up in bbls. f.o.b. works. Sellers name  $1\frac{1}{2}$ c on concentrated.

**SODA ASH**—Single car lots of light 58% are held at 60c, larger contracts are  $\frac{1}{2}$ c cheaper. The 48% is held at  $67\frac{1}{2}$ c a 100 lbs. in bags and  $72\frac{1}{2}$ c in bbls. carlots and over.

**SALOL**—American makers have clipped a quarter off prices, following an easier tone in carboic acid. Prices now are  $\$1@1.06$  for bulk goods,  $\$1.15@1.20$  in 1 lb. bottles,  $\$1.20@1.25$  in  $\frac{1}{2}$  lb. bottles,  $\$1.35@1.40$  in  $\frac{1}{4}$  lb. bottles.

**SALICINE**—More liberal supplies have caused a reduction to  $\$5@\$5.25$ , but even at the new asking price trade is dull.

**TARTAR EMETIC**—Prices are down 15c, to  $21\frac{1}{2}@23$ c a lb. in casks, following recent arrivals. The demand for tartar emetic has been lighter than ever in the last week.

**THYMOL**—Great Britain will start extensive manufacture of thymol, taking herself the output of ajowan seed, from India, which heretofore has been taken by the Germans. Prices are down  $\$1.50$  on thymol, making  $\$7.50$  the lowest quotation, although some concerns are asking  $\$8$ .

**CAMPOR**—Spot stocks of  $2\frac{1}{2}$  lb. slabs of Japanese refined gum are held at 55c. There is a marked scarcity of some sizes, however, and holders are unwilling to make reductions. Domestic refiners continue to offer to make contracts for delivery until January 1, next, at  $59\frac{1}{2}$ c.

**ARABIC GUM**—Spot stocks are down to  $16@17$ c for amber sorts, following recent rather heavy arrivals. White sorts cannot be had under 25c.

**ARSENIC**—Spot offerings are at  $5@6$ c. Red arsenic is 12c, a reduction of a cent.

**VERDIGRIS**—Spot offerings are held at  $30@32$ c a lb. in a quiet market.

**TIN OXIDE**—Prices are  $38@40$ c, which is no change since last week. Demand is dull, and the market weak.

**ALUM**—Lump alum is held firmly at  $2\frac{3}{4}@3$ c, ground is  $3@3\frac{1}{4}$ c, and powdered is  $4\frac{1}{2}@4\frac{3}{4}$ c. New contracts are being made in some cases at slight advances over quotations.

**SOAP BARK**—The whole bark is unchanged at  $11@14$ c, but the cut is now down to  $13\frac{1}{2}$ c and crushed to 14c.

**ALOES**—Socotrine gum stocks have been replenished and as a result prices now are down to  $18@22$ c. Other descriptions of aloes are unchanged.

**HENNA LEAVES**—Spot stocks have been replenished and consequently there has been a slight reduction in price to  $14@15$ c.

**ROSE LEAVES**—Spot stocks of red leaves are so nearly depleted that the price is up to  $\$2.50$  in most cases.

**RHUBARB**—High dried root now is obtainable at  $18@20$ c, which is a material reduction. Other grades are strongly maintained.

**ANISE SEED**—Prices are down to  $11\frac{3}{4}@12\frac{1}{4}$ c for Levant seed,  $12\frac{1}{2}@13$ c for Spanish and Italian and  $22@23$ c for star seed.

**CANARY SEED**—Prices are down fractions following liberal receipts from Spain. Morocco seed is  $8\frac{1}{4}@8\frac{1}{2}$ c, Smyrna  $8\frac{1}{4}@8\frac{3}{4}$ c, and South America,  $8@9$ c.

**CARAWAY SEED**—Offerings from Holland have caused a reduction in price to  $7\frac{3}{4}@8$ c for caraway seed.

**ELM BARK**—Select bark, bundled, now is held strongly at  $21@24$ c a rise. No grinding bark is to be had.

**COPAIBA**—Revised quotations, after reductions following receipts of spot, show  $37\frac{1}{2}@38$ c for South American and  $39@40$ c for the Para variety.

## PRICES OF PERFUMES

### So Far There Has Been No Increase, But—

"Only one American manufacturer of perfumes that I know of advanced prices and he reduced his again to what they were before," said Mr. Van Dyk, of Van Dyk & Co., No. 4 Cliff street. "Even the imported perfumes are not increased so much in price."

"I figure that there is a legitimate reason why imported goods should cost about 10% more than before the war. There is a difference of about three per cent. in exchange, two or three per cent. in insurance, increased freight rates, and then one must take into consideration all the cablegrams that are necessary to give an order nowadays, with everything turned upside down. Those cable tolls must be paid."

"I don't know what American manufacturers are going to do without raising prices, the raw materials are so high. Take benzoic acid which we use, it is far above what it was. Then take coumarin, which is made only in Germany and Switzerland, the supply of which is cut off. It has advanced from  $\$3.25$  to  $\$8$  and a couple of weeks ago it was  $\$15$ .

"We are all trying to get by without raising prices and as I say no prices are up now, but I do not see how it can continue, with everything costing us so much more."

There are fairly good sized stocks of imported perfumes in this market already, which may be one reason why many foreign articles have not been marked up in price yet.

## CHAMOIS SKINS AND SPONGES

### Both Have Advanced Sharply and May Go Higher

Chamois skins and sponges have advanced in price since the war and there are indications that they are going higher, especially the first named article. Although no general quotations can be given because of the varied sizes of skins and sponges, the advance amounts to about 50 per cent in the one case and from 25 @ 35 per cent in the other.

Commercial chamois does not come as one might suppose, from Switzerland, where the nimble creature "leaps from crag to crag." The best chamois used today by miladi in dusting superfluous "complexion" from her cheek, is obtained from choice, tender, young lambs raised in the sunny vales of New Zealand. Most any ordinary sheepskin will make chamois such as is used in filtering gasoline, however.

Only 15 per cent of the chamois used in the United States is tanned from American sheepskins. The rest is imported, the bulk from the Antipodes by way of England. The British government is using large quantities of chamois, with all grades of leather, and prospects are not bright for this country obtaining its usual quota of stock, even with steamship freights available and safe.

Since the development of the sponge industry in Florida, about 75 per cent of sponges used in the United States are obtained there. About 15 per cent of the imported sponges come from the West Indies, and the rest is received from the Mediterranean. This last named class embraces the finer and higher priced sponges.

Yearly for the last half decade the production of sponges from Florida has been increasing and many are exported annually, although they are of a larger and coarser grade than the medical and surgical trade uses as a general thing.

"We have not raised prices much; just a small increase," said an official of the National Sponge & Chamois Co., No. 158 William street. "But the cost to us has advanced materially, and seems likely, in the case of chamois especially, to go higher. Then the increased cost of permanganate of potash, which we use in our tanneries in Newark, has also helped to put prices up. We can get along with the sponges obtained in Florida, and I suppose we will have to be satisfied with domestic chamois if England continues to use as much of the New Zealand supply as she has been taking for the last two months. There were fair stocks on hand when the war began."

## MORPHINE AND CODEINE

Why the advanced price of opium since the war has not resulted in an increased price on morphine and codeine, both derivatives, is a hard problem to solve. Importers and manufacturers assert the derivatives are unchanged because the United States still is consuming stock made up before the war and before prices advanced. That seems the only solution, but why these two derivatives have taken that stand, when derivatives from about every base have at once reflected increased prices, seems remarkable.

Phenol advanced sharply in the last two months, and so did practically every article in which carboic acid was an ingredient. And the reason assigned for these increases was that the cost of carboic necessitated the raise. In face of this, the way morphine and codeine cling so tenaciously to old quotations is inexplicable.

"There evidently was a good supply of morphine and codeine made up and we still are using the old stock," said John McKesson, of McKesson & Robbins.

"The United States manufactures all of these derivatives that it consumes, but it is dependent of course on opium, the base."

"The opium situation continues unchanged with large holdings and arrivals in London from Persia and India releasing stocks of the Turkish variety for this country. Further shipments now are on the water coming this way and it seems the situation is easier than it has been for two months. The unnatural demand seems checked, and despite freer offerings, trade continues dull."

**ARTIFICIAL MUSK WAY UP****Small Prospect of Obtaining Much From LaBassée**

Natural Tonkin musk has advanced about 10 per cent in price, but in the artificial varieties quotations have soared skyward. The synthetic shows an increase of from 200 to 400 per cent, and probably will go higher.

The real musk comes from a species of deer, found in China and Thibet. Its price is advanced almost solely because of the increased freight rates, war risk on shipments, unsettled rates of exchange, and the general panicky conditions of war. It is believed the usual amount of real Tonkin musk is being obtained in the far east, but it is not enough to meet the demand without the artificial product. Natural Tonkin grained musk is quoted today at from \$25 to \$27 an ounce.

In the artificial grades the war has wrought havoc. There are only three places where the synthetic is made. The principal one is in LaBassée, near Lille, where tremendous fighting between the Germans and Allies has been in progress for several weeks. It is believed the factory must have been destroyed in the sharp fighting about LaBassée as cable reports assert the town was bombarded. Isobutyl alcohol was made in this factory, and it is from this that artificial musk was manufactured. This alcohol was supplied from LaBassée to the only two other manufacturers of artificial musk in the world, in Holland and in Switzerland. Neither of these other factories now are in operation.

Musk xylol is \$3 an ounce, keton is \$12 @15 and ambrette is \$15@20, increased respectively from \$1, \$5 and \$8.50 before the war.

The artificial musk, although in relatively heavy demand, cannot be obtained, except in minute quantities, even at the prices named. It is reported a medium sized stock was transported to London just before the Germans took Lille, but as the factory probably was destroyed, it is not expected any more can be manufactured for at least a year.

It is reported that Russia will endeavor to get out all the natural musk possible and ship directly to the Pacific coast. Heretofore all natural musk has been shipped from Tonkin, a French colony, either to London or to Paris for distribution there.

**ABSORBENT COTTON ORDERS**

Inquiries from warring nations for prices on millions of pounds of absorbent cotton and millions of yards of gauze still are being received in this market, but the great manufacturers here are unable to figure on them now for anything like early delivery. They will be busy for several months to come making shipments on contracts already taken.

As a result raw cotton is being shipped to France, Great Britain and Russia, for manufacture there into absorbent cotton. Russia is insistent on early deliveries so it can be made by way of the port of Archangel, which will be closed by ice in another month or so.

Mills manufacturing the cotton and gauze are being operated day and night

in frantic attempts to fill the orders given in the last two months. These orders are the largest ever put through in this country, and were not equalled during the Russo-Japanese or Spanish-American wars.

**RISE IN THERMOMETERS**

Thermometers, hydrometers and other articles of glassware which are imported from Germany have been advanced from 50 to 100 per cent. in price, say the Emil Griener Co., No. 55 Fulton street. Similar articles manufactured in the United States have been marked up 25 per cent.

"The United States makes enough thermometers to meet the domestic demand, but some are exported and some imported every year," said an official of that concern. "The domestic thermometer has been advanced about 25 per cent. in price."

When asked why the American article was increased he professed ignorance, unless it were because quicksilver has increased from \$37.50 to \$50 per 75 pound flask.

There are certain articles of glassware indispensable to a chemical and testing laboratory, which never have been made in the United States, and there are certain instruments which it is believed cannot be made in this country, at least not without years of experimenting. Certain Bohemian glass of peculiar qualities is necessary and there are secrets of the blowers' trade in that district which never have been divulged to other workmen nor discovered by outsiders.

It is reported that there is a large supply of imported glassware in this country, however, and that in England there is an enormous reserve stock.

**FRENCH LAXATIVE WATERS**

George J. Wallau, of No. 6 Cliff street, American representative for several imported laxative waters, has received advices from France that several factories in the middle western district soon will be opened for business again and that regular shipments will be made from Havre.

"Prices are up on all imported goods, naturally," he said. "Now I believed I was going to be able to get some stock, by that letter, but since it has been written the Germans have practically taken Ostend and menace all the ports down to Havre; so that puts everything up in the air again."

"All shipments we have received since the war started have been made from reserve stock, made before the hostilities began."

**QUICKSILVER PRICE FALLS**

Price on quicksilver has fallen off from \$75@90 a flask of 75 pounds, two weeks ago, to about \$50 at present. The prevailing quotations before the war were from \$37.50@40.

No receipts from the Spanish mines in Almaden are reported recently, but it is asserted in the market that lack of importation cannot be the cause of higher prices as the New Almaden, Cal., supply is more than enough to supply the United States.

Haas Brothers, of William street, say the market is very firm at the new low price of \$50.

**MONAZITE SAND WANTED****Germany Hopes to Get Some From North Carolina Mines**

The European war will promote one industry in the United States if no other, and that is monazite sand mining in North Carolina. It is expected that the mines near Shelby will be started in operation again in the near future to supply Germany with the peculiar sand essential in the manufacture of thorium nitrate, which is used to make mantles for Welsbach lights; and the residue of which makes mezzothorium, used as a substitute for radium in Germany.

The only known deposits of monazite sand are in North Carolina and in Brazil. Heretofore Germany, which is the only nation which has made mezzothorium, has obtained her sand from South America, as it is more easily and cheaply mined there and is of a higher grade than the American variety. However, since the war no shipments of monazite sand have been made to Germany because of the vigilance of British cruisers. Now the Kaiser's manufacturers want the American product to use for the Welsbach mantles. It is believed a shipment of this sand will be sent on the next steamship flying the American flag and bound for a Dutch port.

Thorium nitrate imported here by H. Lieber & Co., Platt street, commanded \$3.30 a pound before the war. It now is quoted at \$4.05. Its demand is limited and the increase in price does not justly represent the stringency. There is an enormous reserve stock of Welsbach mantles in this country, it is said, and no alarm need be felt on that score for some time.

**ALL THE AMMONIA WE NEED**

Aqua ammonia is quoted at 5 cents in drums and anhydrous ammonia is 25 cents a pound. There is no change in these quotations, and none is expected. The United States manufactures its own supply of ammonia. Practically all importations have ceased for several years. Formerly it was necessary to import the sulphate used, but enough of this now is obtained from gas works in this country to meet the domestic demand.

**PURE FOOD COLORS ADVANCE**

Pure food colors, practically all of which are manufactured in Germany, have advanced from 90% to 200% in price in the last ten weeks. It is estimated that Germany provides about 95% of the amount of colors imported by this country and Great Britain about 5%. The shipments of pure food colors have been light in the last month—not nearly enough to

**RUSSIAN WHITE OIL SCARCE**

Russian white oil, the rather recently discovered mineral oil used as an intestinal lubricant or laxative, is one of the scarcest articles on the market now. Stocks are depleted to a very low ebb and there seems absolutely no chance of shelves being replenished for an indefinite time. Prime stock now is up to \$3@4 a gallon, with seconds held firmly, in small quantities at \$2. Before the war 30c. a gallon was the prevailing price.

### NO EFFECT IN THE U. S.

#### If Great Britain Suspends Patents Granted to Germans

Suspension of German held patents and trade marks by the British can have no effect on any articles so protected in the United States, is belief of the trade here, backed up with legal opinions from counselors of various of the larger concerns.

Patents and trade marks granted by the United States will bar the British made product effectually, importers believe, and will make no difference in existing conditions so far as proprietary medicines are concerned in America.

But before going on to show the British cannot export salvarsan, or veronal for instance, to this country, importers here and agents of the various German manufacturers scoff at the whole idea and say the British will have no salvarsan nor veronal to export; indeed they will have none for themselves.

With optimism concerning the success of the Kaiser's policy, German importers and agents assert that long before the British can start to manufacture any of the patented articles the war will be over and the German products will be forthcoming again in plentiful supply.

Two arguments are advanced against the manufacture in Great Britain, or anywhere else for that matter except the Fatherland, of these patented medicines. The first is because in nearly every case the crude materials are manufactured or controlled entirely by Germany. The second is because there is not time enough—that long before the necessary years of experimenting and testing have elapsed, the war will be over.

Mr. Darius, of counsel for Merck & Co., which concern is sole agent in the United States for stypticin, asserted that the manufacture of the product by Great Britain could have no bearing on the United States as stypticin could not be shipped into this country, nor sold here.

Bayer & Co., who with Merck & Co., handles veronal and aspirin, in the United States, and is sole agent for heroin, said that manufacture by Great Britain of any of these articles would not influence this market. An officer of that company believed that some English concerns might attempt to manufacture heroin, which is an alkaloid of opium, and a refinement of morphine, but he doubted seriously if the English would attempt to make aspirin. The salicylic acid used in the manufacture of aspirin is made from a certain grade of carboic acid which, so far at least, has not been made outside of Germany.

Schering & Glatz are agents here for urotropine, and asserted that British made urotropine cannot invade their precincts, as they are protected by patents, and that although England might nullify them, the United States has not, and therefore such articles still are protected here.

H. A. Metz & Co., agents for salvarsan, do not believe any British concerns will try to manufacture that article as it probably would require years of experimenting to reach definite results.

Bauer & Co., who represent sanatogen on this market, also were confident that they would be protected from invasion of English made goods bearing that name, al-

though it seemed probable that sanatogen might be made in England, or anywhere else for that matter as far as physical limitations were concerned.

Regarding the permissibility of British made products being marketed in the United States under other names, there was some doubt in the trade. In some cases it was believed that veronal or aspirin, for instance, if manufactured in England, might be sold here, under some other name. It was argued that such a course practically would nullify the introduction of such an article—it would be unknown and therefore unsalable.

### ENGLAND'S FOREIGN TRADE

England's exports of home manufacture during September totalled £25,674,101 as compared with £42,421,814 during the same month in 1913 and £43,204,314 in 1912.

Imports and exports of foreign and colonial merchandise for September, 1914, as compared with 1913 stand:

IMPORTS		EXPORTS	
1913	£61,355,725	1913	£6,853,013
1914	£45,051,957	1914	£5,274,041

### LATIN-AMERICAN TRADE

#### Recommendations by the Committee Named by Secretary Redfield

The Latin-American trade committee, appointed by Secretary of Commerce W. C. Redfield, has made its report. The committee found that in contrast to the well balanced commerce of England and Germany, the Latin-American trade of the United States in the fiscal year of 1914, showed a balance of \$187,012,514 against this country.

The committee calls attention to the fact that Latin-American industries are undergoing a serious curtailment because they now are deprived of the European loans with which their resources were being developed. Latin-America is now turning to the United States for funds. Therefore, the question of creating a market for Latin-American securities in the United States is highly important, and the development of our trade with those countries is largely dependent on its satisfactory solution. Commercial credit must be expanded, or we will not only be unable to extend our trade, but will lose a portion of that which we already have. The maintenance of exchange relations depends on a credit machinery and reciprocal balances. In part this machinery will be provided under the Federal Reserve Act, which permits American banks to open branches abroad, and permits a rediscount in this country of commercial paper, based on shipments of commodities in foreign trade.

The committee applauds the efforts of Secretary Redfield, and recommends:

"First.—The establishment of a dollar exchange, through the ultimate creation of a discount market and pending the establishment of a discount market, by the extension of adequate accommodation by banking institutions, and the establishment of reciprocal balances in the United States and in Latin-America for financing Latin-American trade.

"Second.—Perfection of our selling machinery by furnishing additional support to commission houses familiar with Latin-

American business; by forming associations of merchants and manufacturers to be jointly represented in Latin-America, and by obtaining information as to the possibilities of developing retail stores in large Latin-American cities."

### DRUGGISTS SHOULD WORRY?

#### Not at all, says W. J. Gesell; They are not Responsible

W. J. Gesell, of Lehn & Fink, takes a philosophic view of the situation caused by the shutting off of foreign supplies. "I fail to see why high prices, caused by short supplies, worries the trade and the retailer here so much," he asserted.

"No one expects the druggist to bear the loss and to sell goods for less than he pays for them. All he has to do is to increase his prices and the burden must fall on the consumer, who always pays in the end. The consumer will not object to paying more when he knows there is a good reason for the increase, and it is known to everyone now how the drug and chemical lines were hit by the war.

"Of course when supplies of certain articles are exhausted, then we must go without them because it is practically impossible to restock in everything. Then we will find how well we can get along with a whole lot of things heretofore regarded as indispensable. The carbolic acid and potash situations already have proved that. Take the former—why with imports shut off, we are getting along as well as may be expected on a tiny percentage of what normally was consumed in a month in the United States. For several weeks now the market has been quiet; no demand is felt, and only small amounts are purchased when there is trading. Some lines are maintained firmly, but as a general rule even the lowered prices are unsteady and seem on the verge of declining further. Sooner or later, however, the demand must pick up. Following efforts of manufacturers to get the last remaining stocks there will be a general awakening all along the line. The big houses are beginning to realize that there is small hope of the war being settled before winter, and figuring on some way to do with what they have and to substitute American products for imported in cases where no shipments can be expected. I do not expect we will again see the reckless buying which characterized the market right after the war broke out."

### CAMPHOR SUSPICIOUSLY QUIET

Camphor has kept suspiciously quiet for a week, still being quoted at 59½ cents in barrels, delivery any time up to January 1, next. William Gelsheuer, of H. J. Baker & Co., No. 100 William street, asserted there is no new development in the article. Shipments are arriving regularly at Pacific coast ports.

It was expected camphor would follow the example of menthol which has eased in price considerably. It maintains a level tone, however, and inasmuch as receipts are rather light and demand is normal and steady, there has been no change. Reports of the activity of any German warships in the Pacific will paralyze ocean freights, however, and, by shutting off supplies, send prices up.



**FISHTAIL AEROPLANES****How the Parisian Recognizes German Aircraft**

An article on Paris now, written by Ernest Cresswell, of Cresswell Bros. (branch of the International Sponge Importers, Ltd.), Red Lion Square, London, W. C., is printed in the London *Chemist and Druggist*. Mr. Cresswell knows Paris well. He was born in the French capital and spent the years of his infancy in it—besides having lived there from time to time. He writes:

"The thing that astonished me most was the fact that German aeroplanes were allowed to fly over the city, dropping bombs, without being attacked. On four successive days I saw them flying over various quarters of Paris. On the fourth day, as I left our warehouses, I saw three in the air at one time. It was difficult for me to believe that they were all German. I asked some cyclist-police, who were looking up at them, if they were French or German. They were uncertain; but a civilian, who overheard my question, remarked:

'Il n'y a pas d'erreur; ce sont des Taubes.'

"I asked him how he could distinguish them, and he simply said: 'Queue de poisson.' He proved to be right. By their fish-tails ye shall know them. Shortly afterwards one flew straight along the line of the Rue du Temple and immediately over the spot where, together with several members of my staff, I was standing. Two minutes afterwards we heard sounds of firing, and running to the Place de la Republique, we saw the Garde Republicaine firing at the German airmen from the roof of their barracks. They could not reach the aeroplanes, but one of their bullets fell at the feet of one of my girl-clerks, and such was the force of its impact on falling that it assumed the shape of a hook. If it had fallen on the girl—!

"To learn French three times over must be an exceptional experience; yet it has been mine. My facility for learning the language is equalled by the ease with which I forgot it. Having been born in Paris, it was the first tongue I spoke, and when as a child of three I was brought to England I forgot it through disuse. The same thing occurred when, as a small boy, I was exiled in England for nearly a year and a half during the Franco-German war; but, having acquired it a third time, I have not forgotten it. Yet I cannot keep pace with the "argot" or French slang, fresh examples of which I hear every time I visit France. The word by which the Parisians call Germans is 'bosch'; I do not know its origin, but it sounds curiously appropriate for much that the Germans say. \* \* \*

"What a contrast the 'pharmacie de le classe' is to our dispensing chemist! Go to his shop with a prescription to be made up, and you will experience some strange sensations. This compound of tradesman and surgeon receives you in his severely pharmaceutical shop, with a dignified but decidedly superior stare. You hand him your 'ordonnance' (the very work savours of something crucial); he receives it and retires. There is nothing interesting to look at while you wait for your medicine; nothing to tempt you to

buy. No perfumes, no soaps, or toilet articles. Druggy odors assail your nostrils. You wait for your prescription, almost afraid to move, in case the slightest noise should disturb the austere dispenser and cause him to pour out a drop too much.

"Those unorthodox shops which correspond somewhat to our "drug stores" are full of Red Cross articles. Quite interesting displays are made of all kinds of things that can be grouped under that head—and it is surprising how numerous they are. Paris is Red Cross mad. My hotel, an immense building with several hundred rooms, has given up two floors for the use of the wounded, and an ideal place it is for them. The desire to alleviate the pain and suffering of their 'blessés' permeates all classes in Paris; and they are quite as solicitous for the well-being of our Tommies, who have earned the love, admiration and gratitude of the French people."

**NAVAL STORES PILING UP**

The first month of the pool of naval stores factors representing, it asserts, 95 per cent of the production, has resulted in a gratifying manner to both the pooled factors and the independents. Large amounts of naval stores now are piling up in the various southern markets and shipping points. Just how much the pool can carry is the question the independents are figuring on. Inquiry for export shipments is increasing, and there are reports that large stocks will be taken by Great Britain and Japan, which is acting for Russia.

**PHARMACY IN AUSTRIA****Scarcity of Vegetable Drugs—State Protection Disadvantageous**

An appeal has been made to the Government to allow Professor Dr. Franz Darvas, now on military service, to resume his work as a professor of pharmacy; and if that request is agreed to he will return to Budapest.

Pharmacy in this country, being highly protected by the State, is now suffering corresponding disadvantages. The Government has been appealed to to fix the hours of service at from 8 A. M. to 8 P. M.—i.e., a shorter day than the normal.

Medicines and surgical appliances are so scarce at present that sick-club doctors have been instructed not to prescribe them unless absolutely necessary. This particularly applies to morphine, codeine, and several other alkaloids imported from other countries.

An exodus of pharmacists from Galicia has taken place consequent on the Russian invasion. The pharmacy in Zalosce has been destroyed, and Frau Weinber, proprietor of the pharmacy at Podwoloczyska, has fled to Vienna, where there are many other Galician pharmacists.

Pharmacy Practice—The Home Minister has issued a decree authorizing alternative night service in pharmacies under the supervision of the police authorities. This is in consequence of so many assistants being engaged in the war. The *Apotheker Verein's* journal estimates the number at sixty-three pharmacists and assistants.

Vegetable Drugs—Adalbert Kocourek, the head of the Government laboratory for the

promotion of the cultivation of medicinal plants in Austria, states that there will be in a short time a scarcity of vegetable drugs, and he has urged the systematic collection of medicinal plants that grow wild, and undertakes to dry any fresh plants that are sent to him. He has placed at the disposal of the War Department his entire year's production of drugs grown or gathered by his department.—Correspondence London *Chemist and Druggist*.

**CO-OPERATION NECESSARY****Some Druggists Are Short-Sighted—A Case In Point**

Indicative of the shortsightedness of some retail druggists, a jobber held up a bottle of proprietary medicine he had just received by mail. There was seven cents' worth of stamps on it, and he had received a letter telling of its being sent and asking for another bottle because a thin pink outer wrapper over the packaged bottle was torn.

"I won't make that good," said the jobber. "In the first place what good is a single bottle like that. I handle cases only, and I can't return this to the bottler and manufacturer, because it is imported and the factory is right in the war zone. I make a profit of about three cents on each bottle of that particular brand. Now that druggist has sent me a letter—that's two cents, and now the bottle, seven cents more; that's nine cents. I will return him his bottle and also write to tell him I can't accept it, making nine cents more. That's eighteen cents, representing the profit on half a dozen bottles to me, and as he makes about the same as I do it represents about the same thing to him.

"It seems as though some druggists will not use common sense. Here this outer wrapper is a little torn. But there is no printing on it. Why didn't he tear off the entire outer wrapper, and sell it on its nice clean inner wrapper? The inner one is sealed and shows the package has not been opened. It's things like that that destroy so much of the profits in this business, both at my end and at the retailer's end. There is no feeling of amicable co-operation and attempt to help each other out."

**GINSENG AND GOLDENSEAL****Wisconsin Growers Are Unable to Sell Their Stocks**

Wisconsin growers of ginseng, goldenseal and other medicinal plants are complaining that they are unable to dispose of their stocks since the outbreak of the European war. Considerable ginseng and goldenseal is raised in Langlade county, but growers in this vicinity say that since the opening of the war there has been practically no demand. One grower who had been offered \$6 a pound for roots of which he had submitted a sample, had his contract refused after the war broke out. Insurance rates on shipments to China have risen to a prohibitive point. One Wisconsin exporter who desired to send a \$5,000 consignment to the Orient found that he would have to pay \$750 extra insurance and he declined to ship.

## LABELING OF MEDICINES

### Pertinent Suggestions from the Bureau of Chemistry

In answer to many inquiries as to proper labeling for medicinal preparations to comply with the Food and Drugs Act as amended, the Department of Agriculture, through the Bureau of Chemistry, has issued the following suggestions to makers and proprietors of medicinal preparations:

#### 1. CLAIMS OF THERAPEUTIC EFFECTS.

—A preparation cannot be properly designated as a specific, cure, remedy, or recommended as infallible, sure, certain, reliable or invaluable, or bear other promises of benefit unless the product can as a matter of fact be depended upon to produce the results claimed for it. Before making any such claim the responsible party should carefully consider whether the proposed representations are strictly in harmony with the facts; in other words, whether the medicine in the light of its composition is actually capable of fulfilling the promises made for it. For instance, if the broad representation that the product is a remedy for certain diseases is made, as, for example, by the use of the word "remedy" in the name of the preparation, the article should actually be a remedy for the affections named upon the label under all conditions, irrespective of kind and cause.

2. INDIRECT STATEMENTS.—Not only are direct statements and representations of a misleading character objectionable, but any suggestion, hint, or insinuation, direct or indirect, or design or device that may tend to convey a misleading impression should be avoided. This applies, for example, to such statements as "has been widely recommended for," followed by unwarranted therapeutic claims.

#### 3. INDEFINITE AND SWEEPING TERMS.

—Representations that are unwarranted on account of indefiniteness of a general sweeping character should be avoided. For example, the statement that a preparation is "for kidney troubles" conveys the impression that the product is useful in the treatment of kidney affections generally. Such a representation is misleading and deceptive unless the medicine in question is actually useful in all of these affections. For this reason it is usually best to avoid terms covering a number of ailments, such as "skin diseases, kidney, liver and bladder affections," etc. Rheumatism, dyspepsia, eczema and the names of many other affections are more or less comprehensive, and their use under some circumstances would be objectionable. For example, a medicine should not be recommended for rheumatism unless it is capable of fulfilling the claims and representations made for it in all kinds of rheumatism. To represent that a medicine is useful for rheumatism, when as a matter of fact it is useful in only one form of rheumatism, would be misleading; such statements as "for some diseases of the kidney and liver," "for many forms of rheumatism," are objectionable, on account of indefiniteness.

Names like "heart remedy," "kidney pills," "blood purifier," "nerve tonic," "bone liniment," "lung balm," and other terms involving the names of parts of the body are objectionable for similar reasons.

4. TESTIMONIALS.—Testimonials, aside from the personal aspect given them by their letter form, hold out a general representation to the public for which the party doing the labeling is held to be responsible. The fact that a testimonial is genuine and honestly represents the opinion of the person writing it does not justify its use if it creates a misleading impression with regard to the results which the medicine will produce.

No statement relative to the therapeutic effects of medicinal products should be made in the form of a "testimonial" which would be regarded as unwarranted if made as a direct statement of the manufacturer.

5. REFUND GUARANTEE.—Statements on the labels of drugs guaranteeing them to cure certain diseases or money refunded may be so worded as to be false and fraudulent and to constitute misbranding. Misrepresentations of this kind are not justified by the fact that the purchase price of the article is actually refunded as promised.

## BANKS AND S. A. TRADE

### W. S. Kies Talks Before the Merchants' Association

The establishment of branch banks in South America by the National City Bank and their probable effect toward making New York the money market for that continent, at least to the extent that American bills shall be paid in dollars on New York, and not in pounds sterling on London, were subjects discussed by W. S. Kies, manager of the foreign trade department of the above named banking institution, in the course of an address delivered before 1000 merchants of New York City and the consuls-general of practically all the South American and Central American countries, at the recent monthly luncheon of the Merchants' Association, held at the Hotel Astor.

Mr. Kies asserted that "New York cannot hope to become a financial city of world importance until the dollar becomes known and its value respected in the markets of the world."

According to Mr. Kies, the National City Bank has authorized the establishment of branches at Buenos Aires and Rio de Janeiro and intends to locate branches in other South American countries as rapidly as commercial possibilities justify. With the right to accept bills drawn against merchandise, as provided for in the Federal Reserve Act, there will be created in this city a market for a new and very high class commercial paper. The bill being accepted will result in a credit becoming at once available to the South American exporter, which can be used for the purchase of American goods. The branches likewise will be able to accept bills for responsible parties in South America, and the market for these bills being created, the exporting manufacturer will be enabled to realize upon his shipment without delay.

Mr. Kies enlarged upon the service which would be provided by these new branch banks. Reliable credit information will be available after the work of capable credit men now at work in South America is completed. Commercial representatives at the various branches will study closely the local markets in an effort to de-

velop trade opportunities for American merchants. A publication, called the "Americas," devoted to the upbuilding of trade between the two continents, will be issued. Trade bulletins and letters will also be used in keeping American merchants informed of trade opportunities, and financial and economic conditions in South America. A Foreign Trade Department has been organized and in connection therewith a bureau of statistical information for the purpose of digesting trade statistics, and methods of packing will be readily available, and the statistics vital to any particular trade can be readily ascertained.

Other speakers were John F. Fowler, vice-president of W. R. Grace & Co., and Charles M. Pepper, former trade adviser, State Department, Washington, D. C.

## UNCERTAIN BOTANICALS

Martin I. Wilbert, technical assistant in the Division of Pharmacology, Hygiene Laboratory of the United States Public Health Service, in a recent interview, states that the advance in drug prices is accounted for by the custom of allowing stocks to fall off during the summer months.

Mr. Wilbert says that the war has demonstrated as nothing else could the degree with which this country has depended on Europe for the ordinary supplies of our drugs and medicines. He calls attention to the further fact that by far the greater number of drugs sold in the different countries of the world are marketed through London, Hamburg and Trieste. A few drugs are marketed through Amsterdam, and some of the drugs produced in Turkey are imported directly from Constantinople.

Mr. Wilbert continues: "The greatest uncertainty in the American supply of drugs is in connection with what are commonly known as botanicals. During the summer months the available stocks of these drugs are usually at an exceptionally low level, because of the fact that many vegetable drugs deteriorate more or less on keeping, and, of some at least, supplies are not kept over from year to year, the new crop of drugs being available for distribution late in the summer or early in the fall, just about the period in which the war had its origin. A few of these drugs, like digitalis, stramonium, dandelion and burdock root, have become acclimated in different sections of this country and would be available in large quantities for the gathering. Up to the present time, however, the price at which the foreign drugs could be purchased was such that the margin of profit was not sufficiently great to warrant their collection."

## PROGRESS OF THE MATANZAS

The American steamship Matanzas, chartered from the Ward Line by H. A. Metz and Adolf Kuttroff to obtain a cargo of German products in Holland for the United States, called at Dover, England, on October 19, and proceeded to Rotterdam, where she was due to arrive Monday evening. Up to Wednesday morning nothing further had been heard from the steamship, but it is believed she was delayed through the necessity of steaming slowly through the channel because of mines.

## WHY TIN IS WEAK

## Many Mills Are Closed and Others on Short Time

Weakness is the dominant feature of the tin market just now, the demand having fallen away to a fraction of what it was. Prices are held firmly, however, and the following scale is effective—Spot tin: October 29c, November and December 28½c, January 28.65c, February 28.80c, March 29c. These prices are delivered in New York City.

Although the tin mines are working full time, the mills are not, many being closed, and many others are on short shift, half time or less in many cases.

Large quantities of tin were held in England, but since the war when demand from the Continent has dropped to zero, practically, the English operators have found more on their hands than they could carry and were forced to move it, at decided sacrifices in many cases. Large amounts were shipped back to the United States.

The London market makes the New York market, and consequently the weakening there was reflected with almost as much strength in this city.

## THINKS "OUR CIRCUS IS OVER"

"Our circus is over and buyers won't repeat the mistake they made when war was declared by jumping in to buy regardless of price and sending everything sky high," said an official of Arthur A. Stilwell & Co., No. 28 Cliff street.

"Don't you think another circus is coming to town when manufacturers run shy of stocks pretty soon," he was asked.

"No, I don't think there'll be another show like the one in August," he replied. "They wrecked the market then by insisting on trying to buy when there was nothing to speak of to get, and so they forced prices up out of all reason and when they did corral some stuff, they only had a handful and now they're short as can be again."

"Some lines are easier now. Italy is dumping essential oils on us right and left, because the United States is about the only customer she has left. They say they had short lemon and orange crops there, but nevertheless we'll have low orange and lemon oil prices and the same will be true of olive oil, I believe."

## KEEP THE PRICES STATIONARY

Price advances which seem insurmountable obstacles to wholesalers, and large manufacturers should have few terrors for individual retail druggists, is the opinion of men well versed in the local market. The consumer buys drugs in small quantities as a general thing, and even such sharp advances as are shown in carboxylic acid and opium, in drums and packages, respectively, hardly can be reflected in ordinary prescriptions where only infinitesimal amounts are used. It is not necessary, it is held, to double the price on a few laxative pills, for instance, by adding a nickel and making them cost ten cents. The better way is to keep the price stationary and to give fewer pills. Even on the articles which have jumped highest the druggist is not forced to increase appreciably his prices to the public.

## Drug Imports

Following is a list of the most important shipments of drugs arriving at the port of New York during the last week:

## DRUGS, CHEMICALS, ETC.

	Pkgs.	Value
Arsenic	115	\$2,561
Acids—		
Arsenic	55	804
Benzoic	10	2,192
Boric	34	1,826
Carbolic	87	1,967
Citric	233	37,958
Oxalic	166	5,672
Rosalic	2	64
Salicylic	10	943
Other	77	1,047
Aniline colors	849	74,971
Salt	23	1,019
Ammon carbonate	82	2,137
Muric	128	5,315
Sal	20	1,019
Sulph	250	1,478
Alum	160	517
Argols	3,631	92,793
Albumen	390	5,711
Alizarine asst.	16	246
Asphalt	255	2,054
Balsams—		
Copaiba	11	235
Peru	128	15,770
Tolu	32	1,081
Bark—		
Cinchona	89	820
Mangrove	19,225	35,033
Other		4,302
Bleaching powder	449	4,776
Bronze powder		4,658
Chalk		1,170
Chem. salt	24	530
Chicory	2,254	3,956
Citrate of lime	347	81,716
Cocoa butter	40	1,837
Cobalt	26	9,255
Colocynth	88	9,355
Cutch	107	434
Cubebs	10	364
Cuttlefish bone	108	2,177
Dextrine	1,085	2,537
D'wood extract	677	7,360
Fuller's earth	6	138
Gelatin	276	18,680
Gelatin, mfd.	12	712
Glycerin	434	65,106
Gums—		
Arabic	907	29,503
Aloes	116	1,658
Chicle	313	17,354
Copal	573	9,073
Camphor	1,376	47,928
Damar	1,795	15,236
Gamboge	5	388
Guaiac	2	120
Kowrie	2,834	110,201
Licorice	30	728
Shellac	855	18,503
Tragacanth	12	1,347
Other	61	1,343
Glue	105	14,417
Indigo	105	6,529
Iodine	615	181,877
Isinglass	100	6,451
Juniper berries	318	1,406
Lactarine	759	9,093
Leaves—		
Bay	10	233
Coca	200	2,709
Senna	545	14,119
Other	684	8,412
Locust beans	80	136
Manganese ore		
Magnesia	75	363
Magnesite	50	311
Mica	231	10,214
Myrobalan's	2,950	3,519
Extract	60	788
Nut galls	34	1,438
Orchilla liquor	10	499
Oxide zinc	180	2,576
Oils—		
Aniline	44	6,403
Anise	67	4,729
Bergamot	10	912
Camphor	1,650	8,546
Caraway	9	1,150
Cottonseed	300	4,830
Cassia	20	1,432
Citronella	6	3,033
Cod	1,358	20,892
Cocoonut	90	2,906
Creosote	225	1,485
Geranium	8	3,252
Haarlem	25	306
Linseed	86	1,365
Lemon	666	33,781

Myrbane	10	1,209
Nut	1,941	33,978
Orange	287	13,508
Olive	4,529	70,415
Petroleum, barrels	48,604	24,913
Palm	819	80,755
Rapeseed	1,169	31,515
Rosemary	34	4,577
Sod	60	815
Thyme	60	2,420
Wood essential	600	12,330
Other essential	375	24,762
All other	385	20,853
Opium	87	60,240
Orange peel		1,172
Paints—		
Iron oxide	484	6,282
Ochre	63	754
Sienna	1,184	3,942
Venetian red	1	13
Vermilion	8	2,225
White lead	145	3,330
Other		15,445
Pitch		92
Phosphorus	5	240
P'to starch	3,850	18,724
Quicksilver	200	6,290
Quinine	20	5,936
Reg antim'y	550	8,169
Rosin	20	61
Roots—		
Colombo	49	302
Licorice	17	1,225
Licorice	666	7,549
Orris	133	2,617
Squills	130	955
Other	16	198
Safflower ext.	4	87
Sodas—		
Bicarbonate	2	29
Carbonate	10	50
Caustic	150	2,471
Hypsulph	150	12,804
Nitrate	16,061	28,080
Prussiate	37	2,611
Sponges	135	3,733
Sulphur	142	521
Sumac	3,290	13,657
Extract	88	1,859
Talc	1,711	2,648
Terra alba	300	474
Ultramarine	18	654
Vanilla beans	45	16,286
Vanilla, gls.	22	943
Whiting	150	259
Other drugs		55,391
LIQUORS, WINES, ETC.		
Ale	1,176	\$ 7,907
Brandy	1,288	5,332
Bitters	1,800	10,422
Beer	100	595
Cordials	926	4,141
Champagne	685	13,143
Gin	1,259	4,603
Mineral water	120	814
Rum	36	141
Sarsaparilla	20	174
Soda water	401	2,560
Stout	375	6,967
Vinegar	223	2,368
Whiskey	1,005	4,023
Wine	10,505	49,662
SPICES		
Cassia	407	6,272
Cinnamon	5	93
Chillies	144	268
Cloves	15	378
Ginger	13	103
Pepper	2,075	27,557
Pimento	120	453
Other spices	3	99
MISCELLANEOUS		
Perfumery	64	18,968
Seeds, lbs—		
Annatto	3,700	90
Canary	102,900	5,285
Caraway	20,000	1,035
Cardamom	1,100	1,093
Castor	2,348,600	61,781
Clover	20,500	2,094
Cummin	8,200	626
Fennel	130,100	8,764
Grass	555,100	32,255
Mustard	88,100	5,788
Poppy	39,000	1,670
Rape		33,470
Sugar beet		3,849
Other		294,199
Linseed	13,326,700	
Soap—		
Castile	200	374
Other	713	15,222
Stock	1,242	48,621
Sugar	385,801	2,130,197
Tea	21,146	136,409
Toys	5,197	147,651
Tobacco	4,333	388,925
Wax		29,307
Total value of imports,		\$15,019,438.



# MANUFACTURERS' PRICE CHANGES

## Supplement to the ERA PRICE LIST

A—Advanced D—Declined  
N—New Items X—Dropped from List  
C—Change in price, name or location.

### INFORMATION WANTED

Will some one please advise us the name and address of the manufacturers of the following preparations:

Luther W. Marshall's Sulphur Sage and Quinine Hair Tonic; also a preparation called "Sarsan."

Mananol, described as a substitute for Veronal.

Who makes "King of Fire"?

Among the recent changes in proprietary goods that have been reported to us, we list the following:

Beauty Products Co., 155 No. 3d St., Philadelphia, Pa.	
N—Roguet Beauty Cream .....	.35 \$2.80
N—Roguet Cold Cream .....	.60 4.80
N—Roguet Cold Cream .....	.25 2.00
N—Roguet Cold Cream .....	.50 4.00
N—Roguet Hair Aid .....	.25 2.00
N—Roguet Hair Aid .....	.50 4.00

G. A. Colgan Co., 72-74 9th St., Brooklyn, N. Y.

C—Fitzsimmon's Standard Bird Food 40 round pkgs to case, per case.	\$2.50
C—Fitzsimmon's Spanish Bird Food 2 pkgs., 36 to a case, per case.	1.00

David Laboratories, 212 5th Ave., New York. Lab. 417 Ovington Ave., Brooklyn, N. Y.

Asepto (Liquor) .....	.50 \$4.50
Astringo (Pulvis) .....	.50 4.50
Cough Sedative (Elixir) .....	.50 4.50
Dermalo (Ungt.) .....	.35 3.00
Digesto (Elixir) .....	1.00 9.00
Dusting Powder .....	.50 4.50
Dyspepto (Tablet) .....	.50 4.50
Fru Ferro (Fruit Iron) .....	1.00 9.00
Glycerophosphates Comp. ....	1.00 9.00
Liniment (David's) .....	.35 3.00
Tablaxo (Tablet) .....	.25 2.25
Urisepto .....	1.00 9.00

H. B. Denton & Co., Not Inc., Beardstown, Ill.

Have succeeded Denton Bros. Drug Co. as manufacturers of "Trex."

Despat h Chemical Co., 514 West End Pl., St. Louis, Mo.

Brooks' Skeeter Regulator..\$0.10 doz.	.75
A—Brooks' Orig. Bromo Sa- line. ....	.25 " 1.75
A—Brooks' Orig. Bromo Sa- line. ....	.75 " 12.00
A—Brooks' Orig. Bromo Sa- line. ....	.25 " 6.50
N—Brooks' Black Purge.....	.25 " 2.00
N—Brooks' Black Purge.....	.10 " .80

Ergon Medicine Co., Canton, Ohio.

C—Moved from Massillon to above address.

Fitzgerald Soap Co., Collingswood, N. J.

Fitzgerald's Hair Soap .....	.15 \$1.20
Fitzgerald's Hair Soap .....	.25 2.00

10c size discontinued.

Fort Wayne Drug Co., Ft. Wayne, Ind.

A—Nafatalin—Small \$6.00; medium \$12.00	
large size, per doz.	24.00

The Foster Laboratory, 138 Roseville Ave., Newark, N. J.

A—Oleoseptine .....	12 oz. \$8.50
A—Oleoseptine .....	5 pt. 4.25
A—Terp Heroin & Drosera.....	4 oz. 5.00
A—Terp Heroin & Drosera.....	8 oz. 10.00
A—Terp Heroin & Drosera.....	16 oz. 18.00
A—Terp Heroin & Drosera ea. 5 pt.	6.50

Fritzsche Bros., 82 Beekman St., New York.

Advise that their stock of Pollantin Li- quid (Dunbar's serum in hay fever) is exhausted; and that due to the lamentable war conditions, they are unable to replenish in time for the current season's demands.

Also that but a very limited supply of the Pollantin Powder and Ointment is available.

Genuine Haarlem Oil Mfg. Co., New York.  
A—Capsules—per doz. 2/s \$2.25; 4/s \$4.50  
8/s 9.00

Greenwich Chemical Co., 85 Greenwich Av., N. Y.

C—Moved from 108 Varick St. to above.

E. C. Hazard & Co., Rochester, N. Y.

Koko-Kaks, in pkg. of 10 1 doz. pkgs. in display box.....	\$2.75
12 boxes per case.....	27.00
In pkgs. of 4 2 1/2 doz. pkgs. in display box .....	2.25
12 boxes per case.....	27.00
In tins containing 100, 12 tins per case, per tin .....	2.00
1/2 case, 6 tins.....	12.00
1 case, 12 tins.....	24.00

Kenyon & Thomas Co., Adams, New York.

A—Dr. Hale's Household Ointment .....	.25 \$2.00
A—Dr. Hale's Household Tea....	.50 4.00
A—Dr. Hale's Household Tea....	.50 2.00
A—Dr. Hale's Household Pills....	.25 2.00
N—Kentomco Vaginal Cones....	1.00 8.00

Kendon Mfg. Co., Minneapolis, Minn.

October 1st free goods on Kondon's Catar- rhal Jelly will be \$6.00 lots, 1/2 doz. free; \$12.00 lots, 1 doz. free; \$24.00 lots, 2 dozen free.

After Nov. 1st, following prices will prevail:

Kondon's Catarhal Jelly.....	\$25 \$2.00
" Pilease .....	.50 4.00
" Kidney & Backache .....	.25 2.00
Remedy .....	.50 4.00

### QUANTITY OFFERS

\$6.00 lots and over, assorted, up to gross lots, 8% discount. \$24.00 or gross lots, assorted, 10% and 2% discount.  
All free goods withdrawn after Nov. 1, 1914.

Manhattan Eye Salve Co., Louisville, Ky.

A—Yellow Oxid. & Atro- pine Oint. ....	\$1.50 \$2.00 \$3.00
A—Holocain & Adrenalin Oint. ....	2.00 2.50 3.50
A—Dionin Ointment .....	3.50 4.50 7.00
A—Eserine Alk. Oint.....	2.00 5.00
A—Atropine Alk. Oint.....	2.00 3.00
A—Atropine & Bichlor. Oint. ....	2.00 2.50 3.50
A—Atropine Alk. Oint.....	2.00 3.50
X—Cocaine & Adrenalin Ointment.	

Owl Medicine Co., Columbus, Ohio.

Now manufacture Denig's Cough Balsam, Denig's Worm Syrup and other Denig's remedies formerly manufactured by Dr. Davis, of Chillicothe, Ohio.

N—Podock Pills .....	doz. \$1.75
N—Owl Injection .....	6.00
N—Owl Capsules .....	7.00
X—Denig's Fly Paper.	

Virginia Pope Co., 23 W. 65th St., N. Y.

A—Ant's Eggs, 1 oz. pkg.....	gross \$12.00
A—Mixed Seed .....	" 18.00
A—Canary Seed .....	" 18.00

W. C. Power & Co., Philadelphia, Pa.

A—Kreitzer's Salve .....	doz. \$0.90 \$2.25
A—Kreitzer's Pile Ointment.....	doz. 2.25

Pyramid Drug Co., Marshall, Mich.

C—Pyramid Pile Remedy (small) doz.	\$4.25; gross \$51.00
C—(large) .....	" 8.50; " 102.00
C—Pyramid Pills .....	" 2.00; " 24.00
C—Pyramid Ointment .....	" 4.00; " 48.00

The Rheuma Co., Buffalo, N. Y.

Rheuma's .....	.50 \$4.00
FREE GOODS on order for 1/4 doz., 1 bottle; 1/2 doz., 2 bottles free; 1 dozen, 4 bottles free, with changeable c under display.	

A. H. Robins Co., Richmond, Va.

A—Uralithic Salt.....	2 oz. \$3.00
A—Uralithic Salt.....	6 oz. 6.00
A—Tablets Terpin Compound, doz. small	\$2.00; medium \$4.80
A—Herotone Tablets.....	doz. small 2.00
A—Herotone Tablets.....	medium \$4.80; large 10.20
A—Capso-Q. Tablets.....	doz. \$7.20 34.20

George W. Scarborough, Ph. G., Pennington, N. J.

C—Successor to Dr. Jas. R. Thomas, of Trenton, as sole owner and manufacturer of Thomas's and Sterling's Remedies.

C. W. Snow & Co., Syracuse, N. Y.

A—Ashfield's Worm Po.....	doz. \$2.00
C. H. Strong & Co., Chicago, Ill.	
D—Arnica Tooth Soap.....	doz. \$1.75

# DRUG EXCHANGE

Our Subscribers will find it to their advantage to use these Classified Ads for any Merchandise they wish to Buy, to Sell or to Exchange. Our Charge is only

## ONE CENT A WORD EACH ISSUE.

Payment should be sent with your order, and Answers may come in our care if stamps are enclosed for forwarding, but you will get better replies if you sign your Name and Address.

Address WEEKLY DRUG MARKETS, No. 3 Park Place, New York.

## HELP WANTED

### CHEMIST

(Food and Drug)

Applications for examination for this position will be received until

4 P. M. WED., NOV. 4th

Candidates must have degree of B.S. or its equivalent, or present certificate from a technical institution that they have taken a course of study to qualify them for position sought.

Examination will be in general chemistry and in chemistry of foods and drugs.

Minimum age, 21 years.

Salary \$1,200 to \$1,500 a year.

Application blanks to be had only at Application Bureau, Room 1,400, Municipal Building, Manhattan, New York, N. Y., or sent by mail on receipt of 4c stamps.

MUNICIPAL CIVIL SERVICE COMMISSION

### DRUG REPORTER WANTED

Graduate in pharmacy with practical drug experience including buying, who is competent to assist on market reports for our new publication "Weekly Drug Markets."

Good chance for some bright pharmacist who is specially qualified for such work. Must be near enough to New York to call for interview, but write first with full particulars. Mention salary.

Address, Editor Weekly Drug Markets, No. 3 Park Place, New York.

OFFICE MAN—Young man with thorough office experience and knowledge of drug lines and drug trade manufacturers to assist in our price list dept. Good opening for one who is competent at such work. Write full particulars, experience and references; also mention salary.

Address, D. O. Haynes & Co., 3 Park Place, New York.

Swampland Medicine Co., Ada, Okla.

C—Name of their "Frog Pond Liver Pills" changed to "Swampland Liver Pills."

J. Tausig, 152d St. and St. Nicholas Ave., New York.

N—"Oyl-O-Yuth" .....	\$1.00 \$10.00
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Dr. C. A. Voorhees, Est., Philadelphia, Pa.

A—Bumstead's Worm Syrup.....	doz. \$1.85
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White's Neuralgia Remedy, Lancaster, Ohio.

A—White's Neuralgia Remedy, doz.	\$2.00 \$4.00
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Wittenberg Co., 306 E. 3d St., Los Angeles, Cal.

Wittenberg's Dyspepsia Tablets..	.25 \$2.00
Subrosa "Perspiration Deodorizer" .....	.25 2.00
Subrosa Chocolate Cream (Cathartic) .....	.15 1.25

Wm. J. Wood, 497 W. Hanover St., Trenton, N. J.

C—Now manufacturer Dr. Wood's Soothing Syrup, formerly made by Wood & Son, 121 So. Broad St., Trenton, N. J.

Yale Chemical Co., 220 W. 42d St., New York.

A—Salutine (Yale) .....	per oz. \$1.00
12oz. \$8.00; 144 oz. \$96.00	

Frederick H. Young & Co., Toledo, Ohio.

A—Young's Victoria Cream.....	doz. \$4.80
(trial size) .....	" 2.40
A—Young's Victoria Powder.....	" 3.35
A—Young's Victoria Soap.....	" 1.40
A—Young's Victoria Talcum.....	" 2.40
A—Young's Bismoline .....	" 4.80

Zumota Remedy Co., Springfield, Mass.

A—Zumota Mustard Ointment, doz.	\$0.80 \$2.25 \$4.50
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# Drugs and Chemicals in Original Packages

NOTICE—The prices herein quoted are for large lots in Original Packages as usually purchased by Manufacturers and Jobbers. See Jobbers' Prices Current for prices to Retail buyers

## DRUGS, CHEMICALS, ETC.

Acacia, firsts	lb.	.38	—	.40
Seconds	lb.	.30	—	.35
Sorts, amber	lb.	.16	—	.17
White	lb.	.25	—	.27
Acetanilid	lb.	.30	—	.32
Acetone	lb.	.11½	—	.12
Acetphenetidin	lb.	1.25	—	1.35
<b>ACIDS—</b>				
Acetic, com'l	carboys	—	2.05	—
Bbls.	ea.	1.50	—	1.65
U.S.P.	100 lb.	4.44	—	4.90
Glacial, carboys	lb.	.0734	—	.0834
Benzoic, from Gum	oz.	—	2.00	—
Synthetic	lb.	1.00	—	1.25
Boric, cryst.	lb.	.07	—	.08
Powdered	lb.	.0734	—	.08
Carbolic, cryst. U.S.P.	lb.	.36	—	.38
Liquid, 25-30%, bbls.	gal.	.25	—	.30
Citric	lb.	—	.70	—
Gallic	lb.	.90	—	1.00
Hydrofluoric, 30 p.c., in bbls.	lb.	.03	—	.0334
48 p.c., in carboys	lb.	.06	—	.0634
52 p.c., in carboys	lb.	.0634	—	.07
Lactic, 22 p.c.	lb.	1.90	—	2.00
Muriatic, C.P., carboys	lb.	.0534	—	.0734
18 deg. carboys	ea.	1.15	—	1.65
20 deg. carboys	ea.	1.30	—	1.65
22 deg. carboys	ea.	1.45	—	1.75
Nitric, C.P., carboys	lb.	.0734	—	.0734
36 deg. carboys	lb.	.0334	—	.0434
38 deg. carboys	lb.	.0434	—	.0434
40 deg. carboys	lb.	.0434	—	.05
42 deg. carboys	lb.	.0434	—	.05
Aqua Fortis, 36 deg. carb.	lb.	.0334	—	.0434
38 deg. carboys	lb.	.04	—	.0434
40 deg. carboys	lb.	.0434	—	.0434
42 deg. carboys	lb.	.0434	—	.05
Oxalic	lb.	.15	—	.17
Phosphoric, U.S.P.	lb.	.2734	—	.28
Paate	lb.	.0534	—	.06
Pyrogallie	lb.	1.90	—	2.00
Salicylic	lb.	1.20	—	1.25
Stearic	lb.	.09	—	.1334
Sulphuric, C.P.	lb.	.0534	—	.0734
60 deg. carboys	ea.	.85	—	1.00
66 deg. carboys	ea.	1.00	—	1.10
Battery Acid, carboys	lb.	.01	—	.0134
Oleum	lb.	.0134	—	.0134
Tannic, Phar., bulk	lb.	.71	—	.72
U.S.P., bulk	lb.	—	.76	—
Tartaric	lb.	—	.50	—
Agar Agar	lb.	.4234	—	.61
Alcohol, 188 proof.	gal.	2.60	—	2.62
190 proof, U.S.P.	gal.	2.62	—	2.66
Cologne Spirit, 190 proof.	gal.	2.64	—	2.68
Denatured, 180 proof.	gal.	.33	—	.35
188 proof	gal.	.34	—	.36
Wood, ref., 95 p.c.	gal.	.45	—	.47
97 p.c.	gal.	.50	—	.53
Purified	gal.	—	.80	—
Alkali, 48 p.c., in bags, f.o.b. works	100 lbs.	.6734	—	.7234
Light, 58 p.c., in bags, f.o.b. works, basis of 48 p.c.	100 lbs.	.5734	—	.6234
Aloin	lb.	.90	—	1.00
Alum, cryst.	100 lbs.	2.75	—	3.00
Lump	100 lbs.	2.75	—	3.00
Powdered	100 lbs.	4.50	—	4.75
Ammonia, Anhydrous	lb.	—	.25	—
Alumina, Sulphate, low grade	100 lbs.	1.10	—	1.30
High grade	100 lbs.	1.50	—	1.75
Ammonia, Aqua, 26 deg. carb.	lb.	.0334	—	.0534
20 deg. carboys	lb.	.0334	—	.0334
18 deg. carboys	lb.	.0234	—	.03
16 deg. carboys	lb.	.0234	—	.0234
Ammonium Carb., U.S.P.	lb.	.10	—	.11
Bromide	lb.	.65	—	.67
Iodide	lb.	4.00	—	—
Muriate, C.P.	lb.	.18	—	.19
Sal Ammoniac, gray	lb.	.0634	—	.0634
Granulated, white	lb.	.09	—	.10
Lump	lb.	.12	—	.13
Sulphate, foreign	100 lbs.	2.55	—	2.75
Domestic	100 lbs.	2.55	—	2.80
Amyl Acetate	gal.	2.50	—	2.75
Antimony Oxide	lb.	.10	—	.12
Areca Nuts	lb.	.05	—	.0534
Argols	lb.	—	—	—
Arrowroot, Bermuda	lb.	.45	—	.50
St. Vincent, bbls.	lb.	.08	—	.09
Arsenic, red	lb.	—	.12	—
White	lb.	.05	—	.06
Balm of Gilead Buds	lb.	.20	—	.22

## BALSAMS—

Copaiba, Para	lb.	.39	—	.40
South American	lb.	.3734	—	.38
Fir, Canada	gal.	8.00	—	9.00
Oregon	lb.	.80	—	.90
Peru	lb.	1.85	—	1.90
Tolu	lb.	.48	—	.50
Barium Chlorate	lb.	.16	—	.1634
Chloride	ton	120.00	—	130.00
Nitrate	lb.	.12	—	.14
Peroxide	lb.	—	—	—
Barytes, prime white, for ton	19.00	—	23.00	—
Domestic, prime white, or	17.00	—	18.00	—
domestic Southern	ton	19.00	—	20.00
Floated, Western	ton	13.00	—	15.00
Off color	ton	13.00	—	15.00

## BARKS—

Angostura	lb.	.25	—	.26
Bayberry	lb.	.06	—	.08
Blackhaw, of Root	lb.	.20	—	.25
of Tree	lb.	.0934	—	.1034
Buckthorn	lb.	.22	—	.25
Cascara Sagrada	lb.	.08	—	.11
Cascarilla	lb.	.25	—	.25
Siftings	lb.	.28	—	.30
Cinchona, red, quills	lb.	.28	—	.30
Broken	lb.	.25	—	.25
Yellow, quills	lb.	.28	—	.30
Broken	lb.	.25	—	.25
Condurango	lb.	.20	—	.25
Cotton Root	lb.	.0734	—	.08
Cramp	lb.	.0634	—	.07
Dogwood, Jamaica	lb.	.06	—	.07
Elm, grinding	lb.	—	—	—
Select	lb.	.21	—	.24
Lemon Peel	lb.	.16	—	.17
Mezeoron	lb.	.06	—	.09
Oak, red	lb.	.03	—	.05
White	lb.	.03	—	.05
Orange Peel, bitter, Cura	lb.	—	.07	—
cao, 1/4	lb.	.08	—	.10
Sweet, Malaga, ribbons	lb.	.08	—	.10
Tricate	lb.	.10	—	.10
Prickly Ash, Southern	lb.	.1234	—	.13
Northern	lb.	.1234	—	.13
Pomegranate	lb.	.12	—	.13
of Fruit	lb.	.08	—	.10
Quebracho	lb.	.12	—	.15
Sassafras, ordinary	lb.	.12	—	.15
Select	lb.	.16	—	.18
Simaruba	lb.	.18	—	.20
Soap, whole	lb.	.11	—	.14
Cut	lb.	.1334	—	.14
Crushed	lb.	.1334	—	.14
Wahoo, of Tree	lb.	.15	—	.18
of Root	lb.	.45	—	.50
White Pine	lb.	.04	—	.05
White Poplar	lb.	.0334	—	.04
Wild Cherry	lb.	.07	—	.08
Witch Hazel	lb.	.0334	—	.04
Bay Rum, Porto Rico	gal.	1.53	—	1.55
St. Thomas	gal.	2.90	—	3.00

## BEANS—

Calabar	lb.	.20	—	.25
St. Ignatius	lb.	.20	—	.21
Tonka, Angostura	lb.	1.35	—	1.50
Para	lb.	1.10	—	1.15
Surinam, cryst.	lb.	1.15	—	1.25
Vanilla, Bourbon	lb.	3.50	—	4.00
Mexican, whole	lb.	3.75	—	5.00
Cuts	lb.	3.25	—	3.62
South American	lb.	3.50	—	3.75
Tahiti, white label	lb.	Nominal	—	—
Green label	lb.	2.15	—	2.25
Benzol, pure white	gal.	.27	—	.30

## BERRIES—

Cubeb, ordinary	lb.	.48	—	.50
XX	lb.	.55	—	.60
Powdered	lb.	.58	—	.75
Fish (Cocculus Indicus)	lb.	.04	—	.05
Juniper	lb.	.05	—	.06
Laurel	lb.	.05	—	.06
Prickly Ash	lb.	.16	—	.17
Saw Palmetto	lb.	.09	—	.10
Sloe	lb.	.40	—	.48
Bismuth, Citrate	lb.	2.70	—	2.80
Salicylate	lb.	2.30	—	2.35
Subcarbonate	lb.	2.80	—	2.85
Subgallate	lb.	2.35	—	2.40
Subnitrate	lb.	2.50	—	2.55
Bleaching powder, over 35 p.c. lb.	.02	—	.03	—
Borax, in bbls.	lb.	.0434	—	.0434
Bromine, bulk	lb.	.40	—	.45
Burgundy Pitch	lb.	.05	—	.08
Cacao Butter, bulk	lb.	.2634	—	.28
Fingers	lb.	.32	—	.34
Caffeine	lb.	6.00	—	6.25

Calcium Acetate, crude	100 lbs.	1.50	—	1.55
Carbide	100 lbs.	3.50	—	3.75
Carbonate, prec., lt. casks	lb.	.0434	—	.0534
Heavy	lb.	.0334	—	.0434
Prepared	lb.	.03	—	.04
Chloride, granulated	ton	—	14.80	—
Hypophosphite	lb.	.77	—	.79
Camphor, Am. ref'd, bbls.	lb.	—	—	—
Cases of 100 blocks	lb.	—	—	—
Squares of 4 ozs.	lb.	—	—	—
16s and 32s in 1-lb. cartons	lb.	—	—	—
Foreign, ref'd	lb.	.60	—	.70
Monobromated	lb.	1.35	—	1.50
Cantharides, Chinese	lb.	Nominal	—	—
Powdered	lb.	3.00	—	3.25
Russian	lb.	Nominal	—	—
Powdered	lb.	6.50	—	7.00
Carbon Disulphide	lb.	.10	—	.15
Tetrachloride	lb.	—	.15	—
Cassia Fistula	lb.	.06	—	.0634
Chloral Hydrate	lb.	.55	—	.60
Chloroform	lb.	.30	—	.35
Cocaine Hydrochloride, bulk	oz.	5.00	—	5.20
Codeine, alkaloid, bulk	oz.	7.00	—	7.15
Ounces	oz.	7.05	—	7.20
Eighths	oz.	7.25	—	7.30
Phosphate	oz.	6.75	—	6.80
Sulphate	oz.	7.00	—	7.05
Colocynth, Trieste, whole	lb.	.30	—	.32
rulp	lb.	.40	—	.50
Copperas	100 lbs.	.65	—	.75
Copper Carbonate	lb.	1.1334	—	.15
Sulphate	100 lbs.	4.50	—	4.75
Coumarin	oz.	7.00	—	7.50
Cream of Tartar, cryst.	lb.	—	.38	—
Powdered, 99 p. c.	lb.	—	.38	—
Creosote, Beechwood	lb.	—	1.00	—
Cuttlefish Bone, Trieste	lb.	.25	—	.26
French	lb.	.18	—	.20
Jewelers', large	lb.	.90	—	1.00
Small	lb.	.45	—	.48
Dextrin, imported, Potato	lb.	.10	—	.12
British Gum	lb.	.40	—	.45
Domestic Potato	lb.	.08	—	.10
Dragon's Blood, mass, ordin.	lb.	.25	—	.80
Reeds	lb.	.75	—	.80
Epsom Salt (see Mag. Sulph.)	—	—	—	—
Ergot, Russian	lb.	1.25	—	1.50
Spanish	lb.	1.10	—	1.20
Ether U. S. P.	lb.	.15	—	.20
Washed	lb.	.18	—	.27
U.S.P. 1880	lb.	.22	—	.28
Eucalyptol	lb.	.60	—	.65

## FLOWERS—

Arnica	lb.	.19	—	.20
Calendula	lb.	.90	—	1.00
Chamomile, German	lb.	.40	—	.40
Hungarian	lb.	.40	—	.45
Roman	lb.	.40	—	.40
Elder	lb.	.18	—	.20
Insect, open	lb.	.22	—	.24
Closed	lb.	.32	—	.34
Powd. Flowers and Stems	lb.	.24	—	.26
Powd. Flowers	lb.	.28	—	.40
Lavender, ordinary	lb.	.26	—	.30
Select	lb.	.35	—	.40
Saffron, American	lb.	.38	—	.43
Valencia	lb.	14.00	—	15.00
Formaldehyde, 40 p.c.	lb.	.0834	—	.0934
Fusel Oil, crude	gal.	2.10	—	2.15
Renned	gal.	—	—	—
Gelatin, Silver	lb.	.30	—	.32
Gold	lb.	.40	—	.42
Glauber's Salt (see Sodium Sulphate)				
Glucose	100 lbs.	—	2.15	—
Glycerine, C.P., bulk, drums				
and bbls. added	lb.	—	.24	—
C.P., in cans	lb.	—	.25	—
Dynamite, drums included	lb.	.21	—	.23
Saponification, loose	lb.	.17	—	.18
Soap Lye, loose	lb.	.15	—	.16
Guaiaicol, liquid	lb.	2.30	—	—
Guarana	lb.	1.50	—	1.85
<b>GUMS—</b>				
Aloes, Barbadoes	lb.	1.25	—	1.40
Cape	lb.	—	.12	—
Curacao, cases	lb.	.13	—	.14
in gourd	lb.	.13	—	.14
Socotrine	lb.	.19	—	.20
Ammoniac, tears	lb.	—	.30	—
Asafetida, whole	lb.	.40	—	.50
Powdered	lb.	.60	—	.65
Benzoin, Siam	lb.	1.75	—	2.00
Sumatra	lb.	.35	—	.36

# Drugs and Chemicals in Original Packages (Continued)

## GUMS—Concluded.

Catechu	lb.	.10	.10
Chicle	lb.	.60	.63
Galbanum	lb.	.85	.90
Gamboge	lb.	.72	.80
Guaiac	lb.	.22	.24
Kino	lb.	.50	.50
Mastic	lb.	.90	1.00
Sorts	lb.	.16	.18
Myrrh, select	lb.	.15	.16
Siftings	lb.	.08	.09
Olibanum, siftings	lb.	.12	.14
Sorts	lb.	.12	.13
Tears	lb.	.26	.28
Sandarac	lb.	.18	.19
Senegal, picked	lb.	.10	.12 1/2
Sorts	lb.	.85	1.15
Spruce	lb.	9.00	10.00
Thus	280 lbs.	1.75	1.85
Tragacanth, Aleppo, first	lb.	1.50	1.70
Seconds	lb.	1.00	1.40
Thirds	lb.	1.70	1.80
Turkey firsts	lb.	1.20	1.30
Seconds	lb.	.80	.90
Thirds	lb.	3.00	3.10
Haarlem Oil	gross	.41	.42
Hops, N. Y. 1914 prime	lb.	.14	.15
Pacific Coast, 1914 prime	lb.	.15	.20
Hydrogen Peroxide	lb.	3.75	3.80
Iodine, Resublimed	lb.	4.20	4.26
Iodoform	lb.	.75	.80
Isinglass, American	lb.	4.50	5.00
Russian	lb.	.08 1/2	.09 1/2
Kola Nut, West Indian	lb.	.09 1/2	.09 1/2
Lead, Acetate, brown sugar	lb.	.09 1/2	.09 1/2
White cryst.	lb.	.08 1/2	.09
Broken Cakes	lb.	.09	.09 1/2
Granulated	lb.	.10 1/2	.11
Powdered	lb.	.05	.05 1/2
Arsenate	lb.	.05	.05 1/2
Paste	lb.	.05 1/2	.05 1/2
Powdered	lb.	.05 1/2	.05 1/2
Nitrate	lb.	.05 1/2	.05 1/2
Oxide, Litharge, Amer. pd lb.	lb.	.05 1/2	.05 1/2
Red, American	lb.	.05 1/2	.06
Foreign	lb.	.05 1/2	.09
White, Basic Carb., Amer.	lb.	.05 1/2	.05 1/2
dry	lb.	.05 1/2	.05 1/2
in Oil, 100 lbs. or over	lb.	.05 1/2	.07
English	lb.	.10 1/2	.10 1/2
White, Basic Sulphate	lb.	.05	.05 1/2

## LEAVES—

Aconite	lb.	.05	.10
Althea	lb.	.05	.05 1/2
Bay, true	lb.	Nominal	2.50
Belladonna	lb.	1.60	1.65
Buchu, short	lb.	1.60	1.80
Long	lb.	1.75	1.80
Cannabis Indica	lb.	.18	.18
Chiretta	lb.	.45	.50
Coca, Huamuco	lb.	.15	.20
Truxillo	lb.	.10	.11
Coltsfoot	lb.	.09	.10
Conium	lb.	.20	.25
Damiana	lb.	.07	.09
Digitalis	lb.	.40	.45
Eucalyptus	lb.	.05	.06
Euphorbia	lb.	.20	.25
Grindelia Robusta	lb.	.14	.15
Henbane, German	lb.	.20	.22
Russian	lb.	.10 1/2	.10 1/2
Henna	lb.	.32	.40
Horehound	lb.	.16 1/2	.17 1/2
Jaborandi	lb.	.04	.06
Lobelia	lb.	.12	.14
Matico	lb.	.42	.45
Marjoram, German	lb.	.11	.12
French	lb.	Nominal	2.50
Pennyroyal	lb.	.04 1/2	.05
Peppermint, American	lb.	.40	.50
German	lb.	.11	.12
Pichi	lb.	.20	.25
Pulsatilla	lb.	.04 1/2	.05
Rose, red	lb.	.40	.50
Rosemary	lb.	.11	.12
Rue	lb.	.10 1/2	.11
Sage, stemless	lb.	.17	.20
Senn, Alexandria, whole	lb.	.50	.55
Half leaf	lb.	.45	.48
Siftings	lb.	.27	.30
Tinnevely	lb.	.15	.25
Pods	lb.	.22	.22 1/2
Skullcap, U.S.P.	lb.	.15	.25
Spearmint, American	lb.	.13	.14
Stramonium	lb.	.06	.07
Thyme	lb.	.05	.05 1/2
Uva Ursi	lb.	.06 1/2	.07
Witch Hazel	lb.	.10	.12
Yerba Santa	lb.	.16 1/2	.20
Licorice, mass	lb.	.16 1/2	.20
Spanish	lb.		

Licorice, Stick, domestic	lb.	.16 1/2	.20
Foreign	lb.	.30	.35
Lithium Carbonate	lb.	1.00	1.10
Lycopodium	lb.	.68	.70
Magnesium Carbonate	lb.	.05	.06
Oxide, light	lb.		
Heavy	lb.		
Sulphate, Epson Salt	lb.	1.85	2.00
meistic, in bble, 100 lbs.	lb.		.02
Foreign, shipments	lb.	.83	.85
Manna, large flake	lb.	.45	.50
Small flake	lb.	.45	.50
Menthol, Japanese	lb.	2.75	2.80
Recryst.	lb.		4.50
Mercury, flasks	ea.	50.00	55.00
Bisulphate	lb.	.72	.74
Oxide, red	lb.	1.05	1.13
Blue mass	lb.		.57
Blue Ointment, 33 1/3 p.c.	lb.	.52	.57
50 p.c.	lb.	.62	.67
Calomel, American	lb.	.90	.95
Corrosive Sublimate, cryst.	lb.	.84	.86
Granulated, powdered	lb.	.81	.83
White Precipitate	lb.		1.09
Mirbane Oil	lb.	.20	.25
Morphine, bulk	oz.	5.30	5.40
1 oz. vials	oz.	5.35	5.45
1/2 oz. vials, 2 1/2 oz. boxes	oz.	5.55	5.65
1/2 oz. vials, 1 oz. boxes	oz.	5.60	5.75
Sulphate, bulk	oz.		5.50
1/2 oz. vials	oz.		5.70
Diacetyl	oz.	5.70	6.05
Moss, Iceland	lb.	.12	.14
Irish	lb.	.12	.20
Musk, pods, Cab.	oz.	8.00	8.50
Tonquin	oz.	13.00	15.00
Grain, Cab.	oz.	12.00	15.00
Tonquin	oz.	16.00	19.00
Druggists	oz.	16.00	16.50
Synthetic	lb.	4.00	5.00
Naphthaline, flake	lb.	.03 1/2	.04
Balls	lb.	.03 1/2	.04
Nux Vomica, whole	lb.	.07	.08
Powdered	lb.	.10	.11

## OILS, ANIMAL AND FISH—

Cod, Newfoundland	gal.	.35	.37
Domestic prime	gal.	.32 1/2	.33
Cod Liver, Newf'd.	bbl.		
Norwegian	bbl.	19.00	23.00
Degras, American	lb.	.03 1/2	.04
English	lb.	.04	.04 1/2
French	lb.		.04 1/2
German	lb.	.04	.04 1/2
Neutral	lb.		
Herring	gal.	Nominal	
Horse	lb.	.06	.07
Lard, prime winter	gal.	.90	.92
Off prime	gal.	.68	.72
Extra No. 1	gal.	.62	.63
No. 1	gal.	.54	.56
No. 2	gal.	.51	.52
Menhaden, North, crude	gal.	.35	.36
Southern, f.o.b. factory	gal.	.37	.38
Brown, stained	gal.	.38	.39
Light, strained	gal.	.41	.42
Yellow, bleached	gal.	.43	.44
White, bleached, winter	gal.	.96	.98
Neatsfoot, 20 deg.	gal.	.88	.90
30 deg., cold test	gal.	.82	.84
40 deg., cold test	gal.	.64	.65
Prime	gal.	.58	.61
Dark	gal.	.08	.09 1/2
Oleo Oil	gal.	.40	.45
Porpoise, body	gal.	18.00	20.00
Jaw	bbl.	.06 1/2	.06 1/2
Red (Crude Oleic Acid)	lb.	.07 1/2	.07 1/2
Saponified	lb.	.50	.54
Seal, white	gal.	.40	.45
Sod Oil	gal.		
Sperm, bleached, winter	gal.		.70
38 deg., cold test	gal.		.68
45 deg., cold test	gal.		.67
Natural winter, 38 deg., cold test	gal.		.65
45 deg., cold test	gal.	.09	.12
Stearic Acid	lb.	.64	.65
Tallow, acidless	gal.	.62	.63
Prime	gal.		.48
Whale, natural winter	gal.		.50
Bleached	gal.		.52
Extra bleached, winter	gal.		

## OILS, ESSENTIAL—

Almond, bitter	lb.	4.75	6.75
Artificial	lb.	1.50	1.75
Sweet, true	lb.	.85	.88
Peach kernel	lb.	.35	.40
Amber, crude	lb.	.12 1/2	.15
Rectified	lb.	.20	.22 1/2
Anise	lb.	1.95	2.10
Bay	lb.	2.40	2.50
Bergamot	lb.	4.80	5.00
Bois de Rose	lb.	5.50	6.50

## OILS, ESSENTIAL—Concluded.

Camphor, light color, h'vy lb.	lb.	.15	.16
Cade	lb.	.25	.30
Cajuput, bottles	lb.	1.00	1.10
gravity	lb.	.15	.16
Japanese, white	lb.	.15	.16
Caraway	lb.	1.75	2.00
Cassia, 75@80 p.c. tech.	lb.	1.00	1.10
Lead free	lb.	1.15	1.20
U.S.P.	lb.	1.50	1.60
Cedar Leaf	lb.		.60
Wood	lb.	.15	.16
Cinnamon, Ceylon, heavy	lb.	8.00	14.00
Citronella, Ceylon	lb.	.58	.60
Java	lb.		1.75
Cloves, cans	lb.	1.15	1.20
Bottles	lb.	1.20	1.25
Copaiba	lb.	.95	1.00
Coriander	lb.	7.00	7.25
Crotan	lb.	1.50	1.75
Cubeb	lb.	3.00	3.25
Erigeron	lb.	1.30	1.40
Eucalyptus, Australian	lb.	.50	.58
Fennel, sweet	lb.	2.50	2.75
Geranium, Algerian	lb.	5.00	6.00
Turkish	lb.	3.50	3.75
Bourbon	lb.	4.50	4.75
Gingergrass	lb.	1.75	2.00
Juniper Berries, rect.	lb.	1.25	1.50
Twice rect.	lb.	1.50	1.75
Wood	lb.		.25
Lavender	lb.	4.25	4.75
Spike	lb.	1.40	1.50
Garden, compound	lb.	.60	.80
Lemon	lb.	1.65	1.75
Lemongrass	lb.	1.15	1.25
Limes, expressed	lb.	3.25	3.50
Distilled	lb.	1.50	1.75
Linaloe	lb.	3.00	3.25
Mace, expressed	lb.	.90	1.00
Distilled	lb.	1.00	1.10
Mustard, natural	lb.	6.50	7.00
Artificial	lb.	3.25	4.00
Neroli, bigarade	lb.		55.00
Nutmeg	lb.	1.00	1.10
Orange, bitter	lb.	2.75	3.00
Sweet	lb.	1.80	2.00
Orig-num	lb.	.22	.25
Patchouli	lb.	4.00	4.25
Pennyroyal, American	lb.	1.75	1.85
French	lb.	1.50	1.75
Peppermint, tins	lb.	1.65	1.75
Bottles	lb.	2.90	3.00
Petit Grain, S.A.	lb.	3.50	3.75
French	lb.	7.25	7.50
Pimento	lb.	1.80	2.00
Pine Needles	lb.	.40	.50
Rose, natural	oz.	12.50	15.00
Artificial	oz.	2.75	3.00
Rosemary	lb.	.85	1.00
Safrol	lb.	.35	.40
Sandalwood, East Indian	lb.	5.25	5.50
West Indian	lb.	1.25	1.50
Sassafras, natural	lb.	.65	.70
Artificial	lb.	.27	.30
Savin	lb.	2.25	2.50
Spearmint	lb.	1.80	2.00
Tansy	lb.	3.25	3.50
Thyme, red, French	lb.	1.65	1.75
White, French	lb.	1.85	1.90
Wintergreen (Sweet Birch)	lb.	1.75	2.00
Synthetic	lb.	.90	1.00
Leaf (Gaultheria)	lb.	4.25	4.50
Wormseed, Baltimore	lb.	1.40	1.50
Wormwood	lb.	2.75	2.85

## OILS, LUBRICATING—

Black, reduced, 29 gravity	gal.	13 1/2	14
25@30 cold test	gal.	.14	.14 1/2
29 gravity, 15 cold test	gal.	.13	.13 1/2
Summer	gal.	.21 1/2	.33
Cylinder, light filtered	gal.	.18	.26
Dark filtered	gal.	.27	.34
Extra cold test	gal.	.14 1/2	.25
Dark steam refined	gal.	.23	.23 1/2
Natural, W.Va., 29 grav.	gal.	.19	.20
Natural, filtered lemon, 33	gal.	.27	.30
@34 gravity	gal.	.18	.19
White, 33@34 gravity	gal.	.16	.16 1/2
33@34 gravity, bloomless	gal.	.27	.28
31 gravity, wool grade	gal.	.16	.16 1/2
Paraffin, high viscosity	gal.	.16	.16 1/2
903@907 sp. gr.	gal.	.15	.15 1/2
885 sp. gr.	gal.	.13	.13 1/2
875 sp. gr.	gal.	.12 1/2	.13
865 sp. gr.	gal.	.15	.16
Red Paraffin	gal.	.18	.19
Spindle, No. 200	gal.	.17	.18
No. 160	gal.	.16	.17
No. 110	gal.	.14	.15
No. 80	gal.	.21	.22
Filtered	gal.	.21	.22
Russian Engine, pale, No. 1 gal.	gal.	.21	.22



## Drugs and Chemicals in Original Packages (Continued)

## OILS, MINERAL—

Paraffin, white, light.....gal.	— .55
White, heavy.....lb.	— .55
Russian, white, tech.....gal.	Nominal
Pharmaceutical.....gal.	— 2.50

## OILS, VEGETABLE—

Castor, No. 1, bbls.....lb.	.08½ — .084
Cases.....lb.	.09 — .094
No. 3.....lb.	.084 — .084
China Wood Oil.....gal.	.07½ — .074
Cocoonut Oil, Cochins.....lb.	.15½ — .16
Ceylon.....lb.	.12½ — .13
Copra.....lb.	.12½ — .13
Corn.....per 100 lbs.	5.45 — 5.50

## Cottonseed, prime summer

Yellow.....lb.	5.15 — 5.40
Good Orr Oil.....lb.	5.15 — 5.28
Oil.....lb.	5.10 — 5.25
Red Off Oil.....lb.	4.90 — 5.25
Winter.....lb.	5.25 — 6.25
Summer, white.....lb.	5.25 — 6.25
Linseed, raw, car lots.....gal.	— .45
5 bbl. lots.....gal.	— .46
Boiled, car lots.....gal.	— .47
5 bbl. lots.....gal.	— .48
Double boiled, car lots.....gal.	— .49
5 bbl. lots.....gal.	— .49
Refined, car lots.....gal.	— .49
5 bbl. lots.....gal.	— .50

## Varnish Oil, according to

grade.....gal.	.48 — .54
Mustard.....gal.	.78 — .80

## Olive, denatured

100.....gal.	1.00 — 1.10
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## Foots

U. S. P.....gal.	1.45 — 1.80
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## Palm, Lagos

Commercial.....lb.	.08½ — .084
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## Prime red

lb.....lb.	.07 — .074
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## Palm, kernel

lb.....lb.	.12½ — .13
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## Peanut Oil, Soap

gal.....gal.	.70 — .75
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## Pine Oil, white

lb.....lb.	.34 — .36
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## Yellow

lb.....lb.	.30 — .32
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## Rapeseed, ref'd, French, in

bbls.....gal.	— .82
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## Blown

Refined.....lb.	.80 — .82
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## Rostin Oil, first rect

gal.....gal.	.25 — .26
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## Second

gal.....gal.	.45 — .46
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## Third

gal.....gal.	.45 — .46
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## Fourth

gal.....gal.	.45 — .46
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## Sesame

gal.....gal.	.75 — .85
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## Soya Bean, English, bbls.

lb.....lb.	.06½ — .07
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## China, bbls.

lb.....lb.	.074 — .07
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## Manchurian

lb.....lb.	.06½ — .07
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## Tar Oil, gen. dist.

gal.....gal.	.30 — .31
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## Commercial

gal.....gal.	.18 — .20
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## Opium, cases

lb.....lb.	9.25 — 10.00
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## Jobbing lots

lb.....lb.	11.75 — 12.00
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## Powdered

lb.....lb.	12.75 — 13.00
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## Granular

lb.....lb.	12.75 — 13.00
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## Petrolatum, light amber, bbls.

lb.....lb.	.03 — .034
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## Cream

lb.....lb.	.04½ — .06
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## Lily white

lb.....lb.	.07 — .09
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## Snow white

lb.....lb.	.10 — .11
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## Phosphorus

lb.....lb.	.45 — .48
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## Potassium Acetate

lb.....lb.	.15 — .30
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## Bicarb.

lb.....lb.	.25 — .26
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## Bromide

lb.....lb.	.70 — .81
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## Carbonate, calc., 80@85 p.c.

lb.....lb.	.14½ — .18
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## 96@98 p.c.

lb.....lb.	.16 — .20
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## Caustic, 90 p.c.

lb.....lb.	.15 — .16
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## Chlorate, cryst.

lb.....lb.	.15 — .16
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## Powdered

lb.....lb.	.69 — .70
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## Citrate, bulk

lb.....lb.	.25 — .30
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## Cyanide, bulk

lb.....lb.	.13 — .15
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## Dichromate

lb.....lb.	.92 — .94
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## riyphosphite

lb.....lb.	.315 — 3.20
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## Iodide, bulk

lb.....lb.	.09 — .10
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## Nitrate, Crude Saltpeter

lb.....lb.	.35 — .40
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## Refined

lb.....lb.	.75 — .76
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## Permanganate

lb.....lb.	.36 — .38
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## Prussiate, red

lb.....lb.	.31 — .31
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## Yellow

lb.....lb.	.31 — .31
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## Quinine, 100 oz. tins

oz.....oz.	.31½ — .31½
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## 50 oz. tins

oz.....oz.	.32 — .32
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## 25 oz. tins

oz.....oz.	.33 — .33
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## 5 oz. tins

oz.....oz.	.31 — .31
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## 1 oz. tins

oz.....oz.	Nominal
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## Amsterdam

oz.....oz.	.31 — .32
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## German

oz.....oz.	.31 — .32
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## Java

oz.....oz.	1.10 — 1.25
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## Kesorcin

lb.....lb.	.26 — .26½
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## Rochelle Salt

lb.....lb.	.18 — .20
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## Aconite

lb.....lb.	.20 — .20
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## Alkanet

lb.....lb.	.50 — .50
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## Althea, cut

lb.....lb.	.40 — .45
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## Whole

lb.....lb.	.30 — .35
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## Angelica, American

lb.....lb.	.60 — .60
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## German

lb.....lb.	.50 — .50
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## Belladonna

lb.....lb.	.100 — .100
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## ROOTS—Concluded.

Berberis aq.....lb.	.15 — .16
Blood.....lb.	.09 — .09½
Blueflag.....lb.	.13 — .15
Bryonia.....lb.	.15 — .20
Burdock.....lb.	.09 — .10
Calamus, bleached.....lb.	.40 — .45
Unbleached.....lb.	.16 — .18
Cohosh, black.....lb.	.05 — .05½
Blue.....lb.	.05 — .06
Colchicum.....lb.	.30 — .35
Colombo.....lb.	.14 — .16
Culvers.....lb.	.14 — .16
Dandelion.....lb.	.35 — .40
Doggrass.....lb.	.25 — .30
Echinacea.....lb.	.17 — .18
Elecampane.....lb.	.07½ — .08
Galangal.....lb.	.60 — .65
Gelsemium.....lb.	.05 — .06
Gentian.....lb.	.12 — .13
Geranium.....lb.	.04 — .05
Ginger, African.....lb.	.06 — .06½
Jamaica.....lb.	.10 — .12
Bleached.....lb.	.18 — .20
Ginseng, wild Southern.....lb.	7.00 — 7.25
Northwestern.....lb.	7.25 — 7.50
Eastern.....lb.	7.00 — 7.25
Cultivated.....lb.	5.00 — 5.50
Golden Seal.....lb.	4.60 — 4.75
Powdered.....lb.	5.10 — 5.15

## Hellebore, white

lb.....lb.	.10 — .10
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## Powdered

lb.....lb.	.13 — .14
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## Black

lb.....lb.	.06 — .06
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## Ipecac, Cartagena

lb.....lb.	1.45 — 1.50
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## Rio

lb.....lb.	2.00 — 2.25
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## Jalap

lb.....lb.	.12 — .13
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## Kava Kava

lb.....lb.	.24 — .25
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## Licorice, in bales

lb.....lb.	.06 — .07
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## Selected, bundles

lb.....lb.	.14 — .18
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## Mandrake

lb.....lb.	.08 — .10
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## Musk, Russian

lb.....lb.	.50 — .60
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## Orris, Florentine, bold

lb.....lb.	.13 — .15
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## Small

lb.....lb.	.16 — .17
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## Verona

lb.....lb.	.12 — .12
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## Fingers

lb.....lb.	.65 — .75
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## Pareira Brava

lb.....lb.	.25 — .25
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## Pellitory

lb.....lb.	.20 — .24
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## Pink, true

lb.....lb.	.65 — .75
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## Poke

lb.....lb.	.07 — .08
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## Rhatany

lb.....lb.	.12 — .14
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## Rhubarb, Canton

lb.....lb.	.50 — .50
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## Shenai

lb.....lb.	.18 — .20
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## High dried

lb.....lb.	.19 — .20
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## Clippings

lb.....lb.	.48 — .50
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## Sarsaparilla, Honduras

lb.....lb.	.14 — .14½
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## Mexican

lb.....lb.	.38 — .50
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## Senega

lb.....lb.	.42 — .44
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## Serpentaria

lb.....lb.	.10 — .12
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## Skunk cabbage

lb.....lb.	.20 — .20
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## Snake, Canada

lb.....lb.	.12 — .14
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## Spikenard

lb.....lb.	.08 — .10
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## Squid

lb.....lb.	.06 — .07
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## Stillingia

lb.....lb.	.80 — .90
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## Unicorn, false, (helonias)

lb.....lb.	.35 — .40
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## True, (Aletris)

lb.....lb.	.12 — .12½
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## Valerian, Belgian

lb.....lb.	.25 — .30
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## English

lb.....lb.	.08 — .10
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## German

lb.....lb.	.425 — 4.50
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## Yellow Dock

lb.....lb.	1.00 — 1.05
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## Saccharin

## Drugs and Chemicals in Original Packages (Continued)

Turmeric .....	.03½ — .04½
Turpentine (for regular grades Stores) .....	see Naval
Turpentine, Venice .....	.30 — .32
Artificial .....	.12 — .14
Vanillin .....	.38 — .40

## WAXES—

Bayberry .....	.26 — .28
Bees, white .....	.40 — .43
Yellow, crude .....	.30 — .32
Refined .....	.32 — .35
Candelilla .....	Nominal
Carnauba, Flor. ....	.55 — .60
No. 1 .....	.55 — .60
No. 2 .....	.51 — .53
No. 3 .....	.42 — .45
Ceresin, yellow .....	.12 — .30
White .....	.15 — .25
Japan .....	.15½ — .16
Montan, crude .....	.20 — .24
Bleached .....	Nominal
Ozokerite, crude, brown ..	.30 — .40
Green .....	.28 — .40
Refined, white .....	.30 — .40
Refined, yellow .....	.25 — .30
Paraffin, refined, domestic ..	.04½ — .06½
Zinc Carbonate .....	.08½ — .09
Chloride .....	.04½ — .04¾
Oxide, white .....	.06¾ — .10¾
Sulphate .....	100 lbs. 2.35 — 2.65

## DYE STUFFS

Acid, Picric, kegs. ....	.75
Tannic, commercial .....	.60 — .66
Cryst. ....	.70 — .77
Albumen, Egg .....	.50 — .75
Blood .....	.30 — .45
Alizarine, red paste .....	—
Brown paste .....	—
Aluminum Chloride .....	2.00 — 2.10
Aniline Oil, in drums .....	.50 — .60
Salt .....	.50 — .60
Annatto, fine .....	.40 — .60
Seed .....	.10 — .14
Antimony Salt, 75 p.c. ....	.30 — .35
65 p.c. ....	.26 — .33
47 p.c. ....	.24 — .29
Carmine of Indigo .....	—
Cochineal, Teneriffe, silver ..	—
Rosy black .....	.60 — .65
Gray black .....	.60 — .75
Fine Madras .....	—
Cudbear, French .....	.25 — .30
Concentrated .....	.40 — .50
English .....	.15 — .20
Cutch, bales .....	.05½ — .08
Boxes .....	—
Slabs .....	—
Divi-divi .....	55.00 — 75.00
Flavine .....	.60 — .80
Fustic, stick .....	18.00 — 30.00
Young, root .....	45.00
Gambir, spot .....	.06½ — .08
Cube, No. 1 .....	—
Cube No. 2 .....	—
Indigo, Bengal, low grade .....	—
Medium .....	—
High grade .....	—
Kurpahs .....	—
Guatemala .....	—
Madras .....	—
Synthetic (J.) .....	.63
Indigotine .....	1.10 — 2.50
Logwood, stick .....	18.00 — 20.00
Roots .....	12.00 — 15.00
Madder, Dutch .....	.14 — .20
French .....	—
Myrobalans .....	.40 — .50
Iron Nitrate, commercial .....	.01¾ — .02
True .....	.04 — .04½
Nutgalls, blue Aleppo .....	.18 — .30
Chinese .....	.17 — .25
Persian Berries .....	—
Quercitron .....	25.00 — 30.00
Salts of Tartar .....	.12 — .15
Soluble Oil, 50 p.c. ....	.06½ — .10
75-85 p.c. ....	.11 — .12
Sumac, Sicily, No. 1, 28-29 p. c.	—
Tannic Acid .....	110.00 — 120.00
Turmeric, Madras .....	.04 — .04½
Aleppy .....	.04½ — .04¾
Pubna .....	.04 — .04½
China .....	.03½
Cochin, bulbs .....	Nominal
Turkey Red Oil .....	—
Zinc Dust, prime heavy .....	.14 — .15

## CHIPPED DYEWOODS

Barwood .....	.02 — .02½
Camwood .....	.06 — .07
Fustic .....	.01½ — .02
Hyperic .....	.02 — .03
Logwood .....	.01½ — .01¾
Red Saunders .....	.03 — .05

## EXTRACTS

Archil, double .....	.10 — .12
Concentrated .....	.15 — .17
Barberry, French .....	.28 — .35
Chestnut .....	.05 — .05½
Fustic, solid .....	.08 — .11
Liquid, 51 deg. ....	.06 — .08
Gall .....	.12 — .15
Hemlock .....	.02¾ — .03½
Indigo .....	.06 — .10
Logwood, solid .....	.06 — .12
Liquid, 51 deg. ....	.05 — .10
42 deg. ....	.04 — .06
Cryst .....	.10 — .15
Oak .....	.08 — .08½
Palmetto .....	.02¾ — .02¾
Persian Berry .....	.12 — .14
Quebracho, solid .....	.04½ — .05½
51 deg. ....	.03½ — .04
42 deg. ....	.02¾ — .03
Quercitron .....	.02¾ — .04
Sumac .....	.03¾ — .06¾

## NAVAL STORES

Spirits Turpentine .....	gal. .47½ — .48½
Pitch .....	200 lbs. 3.50 — 4.50
Tar .....	50 gals. 6.50 — 7.00
Rosin, com. to good str'nd ..	4.00 — 4.10
B .....	4.00 — 4.10
D .....	4.00 — 4.10
E .....	4.05 — 4.15
F .....	4.05 — 4.15
G .....	4.05 — 4.15
H .....	4.05 — 4.20
I .....	4.10 — 4.50
K .....	4.55 — 5.00
M .....	5.00 — 5.50
N .....	6.50 — 6.70
W. G. ....	6.75 — 6.90
W. W. ....	6.80 — 7.00

## SHELLAC

D. C. ....	.23 — .24
V. S. O. ....	—
Superior orange .....	.21 — .22
Bright orange .....	.18½ — .19
T. N. ....	.14½ — .15
A. C. Garnet .....	.15 — .16
Button Lac .....	Nominal
Regular, bleached .....	.14½ — .15
Bone dry .....	.19 — .19½

## COFFEES

Rio .....	.06½ — .09
Santos .....	.09 — .11½
East India—Private growth ..	.25½ — .26
Padang Int. ....	.22½ — .23½
Timor .....	.19½ — .20
Kroe .....	.19 — .19½
Mandheling .....	.27 — .28
Akola .....	.25 — .27
Java Liberian .....	.19½ — .19½
Straits Liberian .....	.17½ — .18
Surinam Liberian .....	.18 — .18½
La guarira—Caracas .....	.08 — .09
Washed .....	.10½ — .13
Porto Cabello .....	.10 — .12½
Washed .....	.11 — .13
Colombian, fair .....	.13 — .13½
Maracaibos .....	.09½ — .13
Mexicans—Cordova .....	.13 — .13½
Washed .....	.16 — .16½
Coatepec .....	.13 — .13½
Washed .....	.16½ — .17
Oaxaca .....	.13 — .13½
Washed .....	.16 — .16½
Tapachula .....	.16 — .16½
Tio & Sierra .....	.12 — .12½
Huatusco .....	.12 — .12½
Costa Rica, common .....	.06 — .07
Fair to good .....	.10½ — .11
Prime to choice .....	.14 — .15
Mocha, large .....	.22½ — .24½
Small .....	.27 — .30
Nicaragua .....	.09½ — .10
Washed .....	.12 — .14
Guatemala & Cuban, common ..	.06 — .07½
Fair to good .....	.13 — .14
Prime to choice .....	.14 — .15
Jamaica, ordinary .....	.08½ — .09
Good ordinary .....	.09 — .09½
Black River .....	.09½ — .10

## TEAS

Foochow, standard .....	lb. .15 — .16
Superior .....	lb. .24 — .26
Formosa, standard .....	lb. .16 — .18
Good .....	lb. .22 — .25
Superior .....	lb. .25 — .27
Fine .....	lb. .36 — .41
Finest .....	lb. .38 — .43
Country Green, gunpowder, extra .....	lb. .36 — .51
Imperial, firsts .....	lb. .31 — .33
Seconds .....	lb. .36 — .42
Young Hysons, firsts .....	lb. .36 — .42
Seconds .....	lb. .36 — .42
Thirds .....	lb. .41 — .62
Extras .....	lb. .38 — .42
Gunpowder, Pinhead .....	lb. .31 — .36
Extras .....	lb. .28 — .42
Seconds .....	lb. .23 — .27
Thirds .....	lb. .22 — .24
Imperial, seconds .....	lb. .31 — .33
Thirds .....	lb. .31 — .33
Japan—Pan and basket fired— low grade .....	lb. .18 — .20
Medium grade .....	lb. .20 — .25
High grade .....	lb. .31 — .38
Fancy grade .....	lb. .38 — .46
Congous, fine to best .....	lb. .34 — .38
Medium .....	lb. .14 — .15
Standard .....	lb. .19 — .22
India, Pekoe Souchy .....	lb. .21 — .22
Pekoe .....	lb. .24 — .25
Orange Pekoe .....	lb. .19 — .20
Java, Pekoe Souchy .....	lb. .22 — .25
Ping Sueys—B. O. Pekoe .....	lb. .21 — .22
Ceylon, Pekoe Souchy .....	lb. .21 — .23
Pekoe .....	lb. .25 — .27
F. O. Pekoe .....	lb. .24 — .30
Orange Pekoe .....	lb. .32 — .38
F. O. Orange .....	—

## REFINED SUGAR

(Prices in Barrels)

	Amer.	Nat.	Arb.	War.	Fed.
Powdered .....	6.10	6.10	6.10	6.10	6.10
XXXX powdered .....	6.15	6.15	6.15	6.15	6.15
Confectioners' A .....	5.90	5.90	5.90	5.90	5.90
Fine granulated .....	6.00	6.00	6.00	6.00	6.00
Standard gran. ....	6.05	6.00	6.00	6.05	6.00
2-lb. bags fine gr. ....	6.30	6.30	6.30	6.30	6.30
5-lb. bags fine gr. ....	6.20	6.20	6.20	6.20	6.20
10-lb. bags fine gr. ....	6.15	6.15	6.15	6.15	6.15
25-lb. bags fine gr. ....	6.05	6.05	6.05	6.05	6.05

## MOLASSES AND SYRUPS

Centrifugals—	
Blackstrap .....	gal. .10½ — .13
Common .....	gal. .19 — .22
Fair .....	gal. .24 — .29
Prime .....	gal. .40 — .45
Open kettle .....	gal. .50 — .60
Grocery grades .....	gal. .35 — .50
Sugar Syrup, common .....	gal. .10 — .16
Medium .....	gal. .16 — .20
Fancy .....	gal. .20 — .30
Honey—	
Clear Comb, fancy .....	lb. — .16
Clover, No. 1 .....	lb. — .14
No. 2 .....	lb. .12 — .13
Extracted .....	lb. .08 — .09
Southern ext. ....	gal. .50 — .58
West Ind. ....	gal. .45 — .50
Buckwheat ext. ....	lb. .07 — .07½
Maple Sugar and Syrups—	
Syrup .....	gal. .80 — .95
Sugar .....	gal. .09½ — .10½

## SPICES

Cassia, Batavia No. 1 .....	lb. .19 — .20
Batavia No. 2 .....	lb. .12 — .13
China, cases .....	lb. .08½ — .08½
Saigon, rolls .....	lb. .31 — .32
Cassia Buds .....	lb. .13 — .14
Chillies, Japan .....	lb. .17 — .18
Mombasa .....	lb. .17 — .18
Cinnamon, Ceylon No. 1 .....	lb. .32 — .33
Cloves, Amboyna .....	lb. .32 — .33
Zanzibar .....	lb. .19 — .19½
Penang .....	lb. .34 — .35
Ginger, Jamaica .....	lb. .10 — .11
African .....	lb. .06½ — .06½
Cochin .....	lb. .07 — .07½
Mace, Banda .....	lb. .65 — .66
Batavia .....	lb. .53 — .55
Nutmegs .....	lb. .12½ — .16
Pepper, black .....	lb. .12½ — .12½
White .....	lb. .18½ — .21
Pimento .....	lb. .04 — .05

# JOBBERS' PRICES CURRENT of Drugs and Chemicals

NOTICE—The prices herein quoted are average prices to Retail Druggists now ruling in New York Market

Acacia, select white.....lb.	.45	—	.50	Aconite Leaves, German.....lb.	.20	—	.25	Arrowroot, Jamaica.....lb.	.20	—	.25
1st select powdered.....lb.	.55	—	.60	Powdered.....lb.	.24	—	.29	St. Vincent.....lb.	.16	—	.18
Seconds.....lb.	.40	—	.45	Root, English.....lb.	1.00	—	1.15	Taylor's ¼ lb. tin foil			
Fine granulated 1st.....lb.	.55	—	.60	Powdered.....lb.	.40	—	.50	boxes, 12 lb.....lb.	.33	—	.36
Technical.....lb.	.25	—	.27	Root, German.....lb.	.40	—	.50	Arsenic, Bromide, cryst.....oz.	.50	—	.55
Acetphenetidine, U.S.P.....lb.	1.40	—	1.50	Powdered.....lb.	.46	—	.56	Iodide.....oz.	.50	—	.55
Acid, Acetic, No. 8 (sp. gr. 1.040).....lb.	.10	—	.12	Aconitine, Amorp, ¼ oz. v.....ea.	2.40	—	2.40	White, pow'd com'l.....lb.	.08	—	.12
U.S.P., 36 p. c.....lb.	.10	—	.13	Nitrate, Amorp, 15 gr. v.....ea.	1.00	—	1.00	Powdered, pure.....lb.	.16	—	.20
C.P., Glacial, 99½ p. c.....lb.	.18	—	.22	Cryst, 15 gr. v.....ea.	1.00	—	1.00	Yellow (Orpiment).....lb.	.18	—	.20
Benzoic, Eng., true.....oz.	.18	—	.20	Adeps, Lanæ, Anhydrous.....lb.	.65	—	.70	Powdered, Medic.....lb.	.25	—	.30
German.....lb.	1.20	—	1.40	Hydrous.....lb.	.85	—	.90	Asafetida, good, fair.....lb.	.60	—	.80
Boric, cryst.....lb.	.10	—	.14	Agar Agar.....lb.	.60	—	.70	Powdered.....lb.	.90	—	1.00
Powdered.....lb.	.10	—	.14	Agaricin.....oz.	2.20	—	2.30	Atropine, ½ oz. v.....oz.	15.00	—	24.00
Impalp.....lb.	.20	—	.28	Alcohol, Absolute.....gal.	4.50	—	5.00	Sulphate, ½ oz. v.....oz.	14.00	—	23.00
Butyric, 100 p. c.....oz.	—	1.10	—	Cologne, Sp., 95%, U.S.P.,				Balm of Gilead Buds.....lb.	.35	—	.40
Cacodylic.....oz.	—	.85	—	bbls.....gal.	—	2.80	—	Balmory Leaves, Pressed.....lb.	—	28	—
Camphoric.....lb.	—	6.00	—	Less.....gal.	2.90	—	3.10	Balsam Fir, Canada.....lb.	1.25	—	1.35
Carbolic, cryst., bulk.....lb.	.42	—	.50	Com'l, 95%, U.S.P., bbls.....gal.	2.90	—	3.04	Oregon.....lb.	.20	—	.25
10 and 15-lb. cans.....lb.	.55	—	.58	Less.....gal.	.38	—	.42	Peru.....lb.	2.25	—	2.50
Crystals, 1-lb. bottles.....lb.	.60	—	1.00	Denatured, bbls. & ½ bbls.....gal.	.55	—	.65	Tolu.....lb.	.65	—	.70
Crude, 10-95 p. c.....gal.	.35	—	.40	Methylic (Wood), bbls.....gal.	.30	—	.35	Barium Carb., prec., pure.....lb.	.28	—	.30
Chloracetic, 1-oz. v.....oz.	.07	—	.11	Alkanet Root.....lb.	.30	—	.35	C.P.....lb.	.75	—	.85
Chromic, 1-oz. v.....oz.	.11	—	.15	Alkannin, Powdered.....lb.	.12	—	.16	Caustic Hydrate, C.P., Cryst.....lb.	—	75	—
1-lb.....lb.	.32	—	.36	Allspice, clean.....lb.	.16	—	.20	Chloride, 1 lb. bots.....lb.	.30	—	.45
C.P.....oz.	.33	—	.40	Powdered.....lb.	.45	—	.50	Dioxide, Anhydrous.....lb.	.30	—	.45
Chrysophanic, true, v.....oz.	.20	—	.22	Almonds, Bitter, shelled.....lb.	1.35	—	1.45	C.P., 1 lb. bots.....lb.	—	1.00	—
Cinnamic, synthetic v.....oz.	.40	—	.40	Sweet, Jordan.....lb.	1.50	—	1.60	Nitrate, powdered.....lb.	.22	—	.24
Natural, 1-oz. v.....oz.	.73	—	.73	Aloes, Barbadoes, true.....lb.	.16	—	.20	Pure, 1 lb. bots.....lb.	.07	—	.10
Citric, cryst. (kegs).....lb.	.83	—	.90	Powdered.....lb.	.25	—	.30	Sulphate, Pow. (Barytes).....lb.	.30	—	.35
Granulated.....lb.	1.00	—	1.10	Cape.....lb.	.18	—	.22	Pure precip.....lb.	.24	—	.24
Formic, Conc., 1 lb. bot.....oz.	.19	—	.19	Curacao, gourds.....lb.	.32	—	.32	Basswood Bark, Pressed.....lb.	.16	—	.20
Gallic.....lb.	1.10	—	1.30	Sootrine, True.....lb.	.38	—	.43	Bayberry Bark, select.....lb.	.12	—	.15
¼, ½, 1-lb. cartons.....lb.	.10	—	.12	Powdered.....lb.	.75	—	1.00	Bay Laurel Leaves.....lb.	1.65	—	1.75
Glycerophosphoric.....oz.	.65	—	.75	Purified.....lb.	.10	—	.12	Bay Rum, P.R., bbls.....gal.	1.90	—	2.20
Hippuric.....oz.	.35	—	.40	Aloin, 1 oz. v.....oz.	.55	—	.60	Less.....gal.	.35	—	.40
Hydriodic, sp. gr. 1.150.....oz.	.50	—	.52	Althea Root, cut.....lb.	.04	—	.05	Beans, Calabar.....lb.	1.85	—	1.95
Sealed Tube.....lb.	.17	—	.17	Alum, Ammonia, bbls.....lb.	.06	—	.08	Tonka, Angostura.....lb.	1.35	—	1.45
Hydrobrom, conc., v.....oz.	.09	—	.09	Dried, 1 lb. cartons.....lb.	.05	—	.06	Para.....lb.	1.25	—	1.40
Dil., U.S.P., 1-oz. v. incl. oz. lb.	.35	—	.35	Ground, bbls. or less.....lb.	.06	—	.08	Surinam.....lb.	1.25	—	1.50
Hydrocyanic, 1 oz. vial, U.S.P.....oz.	.10	—	.12	Powdered, bbls. or less.....lb.	.70	—	.80	Vanilla, Mexican, long.....lb.	6.65	—	7.50
Hydrofluoric, 55 p.c., in gut. pch. bot.....lb.	2.25	—	3.00	Aluminum Acetate.....oz.	.10	—	.15	Short.....lb.	5.50	—	6.00
52 p. c., cir. bt.....lb.	.90	—	.90	Metallic, powdered.....oz.	.10	—	.12	Cuts.....lb.	3.75	—	5.25
Hypophosphorous, sol., 30 per cent.....oz.	.08	—	.10	Sulphate, Com'l.....lb.	.40	—	.50	Bourbon.....lb.	4.00	—	5.00
U.S.P., 10 p. c.....oz.	.08	—	.10	Cryst, C.P.....lb.	.20	—	.25	So. American.....lb.	4.60	—	5.00
Lactic, conc., 1 oz. v.....lb.	.90	—	1.10	Purified.....lb.	4.00	—	4.50	Belladonna Leaves, English, 1 lb. bot.....lb.	2.90	—	3.25
Dilute.....oz.	.09	—	.09	Ambergris, gray.....dr.	.05	—	.08	German.....lb.	1.25	—	1.45
Molybdeic, C.P.....lb.	.05	—	.07	Ammonia Water, 16 deg.....lb.	.07½	—	.09	Root, German.....lb.	1.35	—	1.45
Muriatic, com'l. 20 deg. (Carbova 120 lbs. 2½c).....lb.	.10	—	.15	20 deg., Conc.....lb.	.15	—	.15	Powdered.....gal.	.20	—	.25
C.P. Hydrochloric.....lb.	.10	—	.15	Ammoniac, Gum, tears.....lb.	.35	—	.40	Benzoin, Siam.....lb.	2.10	—	2.25
Nitro-Muriatic.....lb.	.30	—	.30	Powdered.....lb.	.75	—	.75	Sumatra.....lb.	.50	—	.60
Oleic, purified.....lb.	.22	—	.25	Ammonium, Acetate, cryst.....oz.	.11	—	.14	Powdered.....lb.	.60	—	.70
Oxalic.....lb.	.32	—	.37	Benzoate.....oz.	.22	—	.26	Benzosol, 1 oz. v.....ea.	.60	—	.65
Powdered.....lb.	.14	—	.19	From true Benzoic A.....oz.	.75	—	.80	Berberine, C.P., ¼ oz. v.....ea.	.60	—	.65
Phosphoric, diluted.....lb.	.30	—	.35	Bromide, 1 lb. bots.....lb.	.12	—	.15	Phosphate.....oz.	2.00	—	2.20
U.S.P., 1880, 50 p. c.....lb.	.28	—	.38	Carbonate, Jars.....lb.	.25	—	.30	Sulphate, 1 oz. v.....ea.	.20	—	.25
Syrup, 85 per cent.....lb.	.50	—	.55	Resubl. Cubes, 1 lb. bots.....lb.	.20	—	.22	Berberis Aquifolium.....lb.	.20	—	.25
Glacial sticks.....lb.	.90	—	.95	Citrate, 1 oz. v.....oz.	.12	—	.15	Bismuth, Beta Naph. (Orphel).....oz.	.33	—	.40
Picric.....lb.	2.40	—	2.60	Hypophosp. (lb. 1.85).....oz.	.18	—	.22	Citrate and Ammonium.....lb.	3.40	—	3.60
Pyrogallol, ¼, ½, and 1 lb. cans.....lb.	.25	—	.30	Iodide.....lb.	.40	—	4.50	Salicylate, 65 p.c.....lb.	3.00	—	3.45
1 oz. v.....oz.	.25	—	.30	Molybdate.....lb.	.35	—	.40	Sub-benzoate.....lb.	3.30	—	3.50
Pyroligneous, purified.....lb.	.20	—	.30	Muriate.....lb.	.17	—	.20	Subcarbonate.....lb.	3.10	—	3.50
Crude.....gal.	1.40	—	1.45	C.P. Gran.....lb.	.20	—	.28	Subgallate.....lb.	2.70	—	2.95
Salicylic, 1 lb. carton.....lb.	1.35	—	1.40	Powdered.....lb.	.20	—	.25	Subiodide.....oz.	.40	—	.45
Bulk.....lb.	.30	—	.35	Nitrate, cryst.....lb.	.25	—	.28	lb.....lb.	2.75	—	2.95
From Gaultheria, oz.....v.	.30	—	.35	Granulated.....lb.	.50	—	.65	Tannate.....oz.	.27	—	.30
Sulphuric, aromatic.....lb.	.05	—	.06	Oxalate, 1 lb. bots.....lbs.	.80	—	.90	Valerate.....oz.	.34	—	.40
Com'l, 65 deg. (c. 160 lb.).....lb.	.13	—	.16	Phosphate, 1 lb. bots.....lb.	.08	—	.10	Blackhaw Bark.....lb.	.30	—	.35
C.P.....lb.	.12	—	.14	Salicylate.....lb.	.25	—	.28	Bloodroot.....lb.	.20	—	.25
Sulphurous, U.S.P. solution.....lb.	.75	—	1.20	Pure, resub.....lb.	.17	—	.19	Blue Mass (Blue Pill).....lb.	.75	—	.80
Tannic, Phar., lb. cart.....lb.	.85	—	1.25	Valerate.....oz.	2.85	—	3.15	Powdered.....lb.	.80	—	.85
Medicinal.....lb.	.68	—	.78	Amyl Acetate.....gal.	.40	—	.45	Blue Vitriol (see Copper Sulphate).....lb.	.30	—	.40
Tartaric, cryst.....lb.	.71	—	.81	Technical.....lb.	.40	—	.45	Bone, Cuttlefish.....lb.	.20	—	.25
Powdered.....lb.	.17	—	.19	Angelica Root, foreign.....lb.	.35	—	.40	Powdered.....lb.	.65	—	1.10
Valeric, 1 oz. v.....oz.	.16	—	.19	Seed.....lb.	.20	—	.24	Jeweler's.....lb.	.20	—	.20
Aconine.....oz.	3.75	—	3.75	Anise Seed, Italian.....lb.	.33	—	.36	Boneset, Leaves and Tops.....lb.	.05½	—	.08½
Aconite lvs., Eng., 1-lb. b.....lb.	1.25	—	1.30	Star.....lb.	.40	—	.45	Borax, Refined.....lb.	.06½	—	.09
				Angostura Bark.....lb.	.15	—	.20	Powdered.....lb.	1.80	—	1.90
				Annato Seed.....lb.	.25	—	.30	Buchu Leaves, long.....lb.	1.90	—	2.00
				Apomorphine, Muriate, Amor- phous, ¼ oz. v.....ea.	2.35	—	2.45	Powdered.....lb.	1.85	—	1.95
				Crystals, ¼ oz. v.....ea.	.25	—	.30	Short.....lb.	1.95	—	2.05
				Areca Nuts.....lb.	.30	—	.35	Powdered.....lb.	.35	—	.40
				Aristol, Bayer.....oz.	.25	—	.30	Buds, Balm of Gilead.....lb.	.45	—	.55
				Arnica Flowers.....lb.	.31	—	.35	Cassia.....lb.	.22	—	.28
				Powdered.....lb.	.50	—	.55	Burdock Root, Crushed.....lb.	.24	—	.28
				Root.....lb.	.08	—	.10	Seed.....lb.	.20	—	.20
				Arrowroot, American.....lb.	.55	—	.60				
				Bermuda, true.....lb.							



## Jobbers' Prices Current of Drugs and Chemicals—(Cont'd)

Cacao Butter, bulk.....lb.	.34	—	.38	Coccoloba, Huanuco.....lb.	—	—	—	Euquinine.....oz.	—	2.80
Baker's A and white.....lb.	.47	—	.60	Truxillo.....lb.	.55	—	.60	Exalgine.....oz.	—	1.40
Dutch.....lb.	.36	—	.55	Cocculus Ind. (Fish Ber.).....lb.	.09	—	.12	Fennel Seed.....lb.	.20	—
Huyler's 12 lb. box.....lb.	.56	—	.60	Powdered.....lb.	.18	—	.20	Flaxseed, cleaned.....bbls.	8.50	—
Maillard's.....lb.	.56	—	.60	Cochineal, Honduras.....lb.	.70	—	.75	Less.....lb.	.06 1/2	—
Caffeine, pure.....lb.	6.00	—	6.25	Powdered.....lb.	.80	—	.90	Ground.....lb.	.06 1/2	—
Benzoate.....oz.	.44	—	.50	Codeine.....oz.	7.50	—	8.00	Foenugreek Seed.....lb.	.08	—
Bromide.....oz.	.50	—	.55	Phosphate.....oz.	7.00	—	7.50	Ground.....lb.	.09	—
Citrated.....lb.	.50	—	.55	Sulphate.....oz.	7.25	—	7.75	Formaldehyde.....lb.	.15	—
Hydrobrom., gran. eff.....lb.	.60	—	.75	Cobosh Root, black.....lb.	.15	—	.20	Fuller's Earth.....lb.	.05	—
Hydrochlor. (true salt).....oz.	.55	—	.60	Blue.....lb.	.34	—	.39	Galangal Root, selected.....lb.	.63	—
Sulphate, 1/4ths.....oz.	.60	—	.67	Colchicum Root.....lb.	.35	—	.40	Galbanum, strained.....lb.	1.25	—
Valerate.....oz.	.60	—	.67	Powdered.....lb.	.45	—	.50	Gamboge, blocky.....lb.	.90	—
Calamus Root, peeled.....lb.	.22	—	.24	Seed.....lb.	1.10	—	1.20	Powdered.....lb.	1.10	—
Powdered.....lb.	.27	—	.31	Powdered.....lb.	1.15	—	1.25	Select, Pipe, bright.....lb.	.90	—
White, peeled and split.....lb.	.55	—	.75	Collodion, U.S.P., 1900.....lb.	.49	—	.60	Garlic, on strings.....string	.20	—
Calcium, Benzoate.....oz.	.19	—	.19	Flexible.....lb.	.55	—	.60	Gaultheria (see Wintergreen).....	—	—
Bromide.....lb.	.85	—	.95	Colocynth, select.....lb.	.50	—	.60	Gelatin, Pink.....lb.	.90	—
Chloride, crude.....lb.	.02 1/2	—	.06	Pulp.....lb.	.75	—	.80	Gold.....lb.	.40	—
Fused.....lb.	.55	—	.60	Colombo Root.....lb.	.18	—	.22	Silver.....lb.	.36	—
Granulated.....lb.	.16	—	.25	Coltsfoot Root.....lb.	.25	—	.30	Gelsemin (Resinoid).....oz.	—	2.50
Glycerophosphate.....oz.	.16	—	.22	Comfrey Root, crushed.....lb.	.24	—	.26	Gelseminine, C.P., crystals.....	—	2.50
Hypophosphite.....lb.	.95	—	1.05	Condurango Bark, true.....lb.	.18	—	.22	Sulphate, 15 gr. vials.....ea.	—	2.50
Iodide.....lb.	5.50	—	5.75	Conium Leaves.....lb.	.15	—	.20	Gelsemium Root.....lb.	.25	—
Lactate.....lb.	.08	—	.12	Seed.....lb.	.15	—	.20	Powdered.....lb.	.30	—
Lactophosphate Sol.....lb.	1.40	—	1.50	Copaiba, S. A.....lb.	.60	—	.70	Gentian Root.....lb.	.23	—
Permanganate.....oz.	.25	—	.30	Para.....lb.	.65	—	.75	Powdered.....lb.	.28	—
Phosphate, Precip.....lb.	.19	—	.22	Copper, Acetate, distilled.....lb.	.50	—	.50	Ginger Root, African.....lb.	.14	—
Sulphate, Precip., pure.....lb.	.40	—	.45	Ammoniated.....lb.	.50	—	.50	Powdered.....lb.	.20	—
Sulphite, pure.....lb.	.75	—	.75	Carbonated.....lb.	.24	—	.32	Jamaica, bleached.....lb.	.22	—
Sulphocarbonate.....oz.	.07	—	.10	Chloride, pure, cryst.....lb.	.45	—	.48	Ground.....lb.	.24	—
Calendula Flowers.....lb.	1.25	—	1.50	Iodide.....lb.	.42	—	.43	Powdered.....lb.	.22	—
Calomel (see Mercury Chlor.).....	—	—	—	Subacetate (Verdigris).....lb.	.40	—	.45	Ginseng.....lb.	8.00	—
Camphor, refined.....lb.	.75	—	.85	Powdered.....lb.	.08	—	.10	Glycerin, C.P., in bulk, drums	—	—
1/4 lb. squares.....lb.	.78	—	.88	Barrels.....lb.	.05 1/2	—	.06	and bbls, added.....lb.	.25 1/2	—
Powdered.....lb.	.90	—	1.00	Powdered.....lb.	.12	—	.15	In cans.....lb.	.28 1/2	—
Japanese, ozs.....lb.	.85	—	1.00	Copperas.....100 lbs.	1.00	—	1.12	Less.....lb.	.35	—
Canary Seed, Sicily.....lb.	—	—	—	Coriander.....lb.	.11	—	.15	Gold and Sodium Chloride,	—	—
Smyrna.....lb.	.12	—	.14	Powdered.....lb.	.17	—	.21	U.S.P., 15 gr. v.....doz.	2.80	—
So. American.....lb.	.12	—	.14	Corrosive Sublimate (see	—	—	—	Gold Thrd. (Coptis trifol).....lb.	1.20	—
Canella Bark, powdered.....lb.	.30	—	.34	Mercury Bichloride).....	—	—	—	Golden Seal Root.....lb.	5.00	—
Cannabis Indica Herb.....lb.	2.10	—	2.30	Cotin, true, 1/4 oz. v.....ea.	.20	—	.25	Powdered.....lb.	5.20	—
Cantharides, Russ., sifted.....lb.	6.50	—	6.75	Cotton Root Bark.....lb.	.25	—	.30	Grains of Paradise.....lb.	.40	—
Powdered.....lb.	6.90	—	7.20	Powdered.....lb.	.25	—	.30	Powdered.....lb.	.40	—
Chinese.....lb.	—	—	—	Coumarin.....oz.	.60	—	.65	Grindelia Robusta Herb.....lb.	.25	—
Powdered.....lb.	4.00	—	5.00	Cramp Bark.....lb.	.32	—	.35	Powdered.....lb.	.30	—
Capicum, African.....lb.	.20	—	.25	Cranesbill.....lb.	.24	—	.29	Guaiac, Resin.....lb.	.30	—
Powdered.....lb.	.24	—	.30	Powdered.....lb.	.30	—	.35	Powdered.....lb.	.40	—
Caraway.....lb.	.16	—	.18	Cream Tartar, powd.....lb.	.50	—	.55	Wood rasped.....lb.	.03	—
Powdered.....lb.	.22	—	.26	Creosote, Beechwood.....lb.	1.00	—	1.50	Guaiacol, liquid.....lb.	2.90	—
Carbon Disulphide.....lb.	.23	—	.28	Carbonate.....oz.	.19	—	.65	Carbonate, lbs., 5.20.....oz.	.35	—
Tetrachloride.....lb.	.24	—	.27	Croton-Chloral (Butylchloro).....oz.	.40	—	.50	Salicyl. (Guaiac. Salol).....oz.	—	1.60
Cardamom Seed, bleached.....lb.	1.90	—	2.50	Cubeb Berries, sifted.....lb.	.65	—	.70	Valerianate (Geosote).....oz.	—	1.34
Decorticated.....lb.	1.50	—	1.60	Powdered.....lb.	.75	—	.80	Guarana (Paullinia).....lb.	2.50	—
Powdered.....lb.	1.65	—	1.75	Cudbear.....lb.	.35	—	.40	Powdered.....lb.	2.75	—
Carmine, No. 40.....oz.	.35	—	.42	Culver's Root.....lb.	.25	—	.30	Gun Cotton (Pyroxylin).....oz.	.20	—
Cascara Sagrada Bark.....lb.	.18	—	.22	Cumin Seed.....lb.	.25	—	.30	Gutta Percha, crude chips.....lb.	1.50	—
Cascarilla Bark.....lb.	.24	—	.28	Damiana Leaves.....lb.	.25	—	.28	Sheet.....lb.	1.50	—
Cassia, China.....lb.	.20	—	.24	Dandelion Herb.....lb.	.25	—	.30	Heliotropin.....oz.	—	.60
Powdered.....lb.	.24	—	.28	Cut.....lb.	.45	—	.50	Hemlock Bark, crushed.....lb.	.15	—
Fistula.....lb.	.15	—	.20	Dextrin, yellow.....lb.	.15	—	.20	Powdered.....lb.	.18	—
Saigon, thin, select.....lb.	.45	—	.60	White.....lb.	.15	—	.20	Hemol.....oz.	.90	—
Catechu, Medicinal.....lb.	.55	—	.65	Digitalin, 1/4ths.....oz.	—	—	—	Hemp Seed.....lb.	.09	—
Catnip Lvs., pressed, oz.....lb.	.27	—	.30	15 gr. vials.....ea.	.75	—	.85	Henbane Leaves, Eng.....lb.	—	—
Celery Seed.....lb.	.30	—	.35	Digitalis Leaves, Eng.....lb.	.35	—	.40	German.....lb.	.40	—
Ceresin, white.....lb.	.25	—	.30	German.....lb.	.40	—	.45	Powdered.....lb.	.46	—
Yellow.....lb.	.18	—	.20	Powdered.....lb.	.40	—	.45	Seed.....lb.	.35	—
Cerium Oxalate.....lb.	.45	—	.50	Pressed, ozs.....lb.	.40	—	.45	Henna Leaves.....lb.	.25	—
Chalk, Precipitated, English.....	—	—	—	Dog Grass, cut.....lb.	.35	—	.39	Hercin Hydrochl., 15 gr. v.....ea.	—	.37
7 lb. bags.....lb.	.11	—	.14	Dover's Powder.....lb.	2.25	—	2.50	Hexamethylenamine.....lb.	—	.95
Prepared, English, Thomas.....	—	—	—	Dragon's Blood, powd.....lb.	.65	—	.90	Holocain, 1 gm. vials.....ea.	—	.35
8 lb. box, white.....box	.50	—	.60	Extra.....lb.	1.25	—	1.30	Homatropin Alk.....gr.	.40	—
Pink.....box	.60	—	.70	Powdered.....lb.	1.35	—	1.40	Hydrobromide.....gr.	.35	—
White, bbls.....box	.0094	—	.04	Reeds.....lb.	1.00	—	1.10	Hydrochloride.....gr.	.40	—
Chamomile Flowers, Hung'n.....lb.	.45	—	.50	Dwarf Elder.....lb.	.35	—	.40	Salicylate and Sulphate.....gr.	.45	—
Roman or Belgian.....lb.	.45	—	.50	Echinacea Root.....lb.	.30	—	.40	Honey, strained.....lb.	.12	—
Chicle.....lb.	.70	—	.75	Elaterium.....lb.	.75	—	1.00	Hops, select (1913).....lb.	.45	—
Chinoidine.....oz.	.11	—	.12	Elderberries.....lb.	.25	—	.30	Pressed, 1/2 & 1/4 lb. pkgs.....lb.	.48	—
Chinolin, pure.....oz.	.45	—	.45	Flowers, pressed.....lb.	.32	—	.37	Horhound Leaves.....lb.	.20	—
Chiretta.....lb.	.25	—	.30	Juice, Sambuci.....lb.	.30	—	.30	Hydrastine, Alk., C.P.....oz.	28.00	—
Chloral Hydrate, cryst.....lb.	.85	—	.90	Elecampane Root.....lb.	.18	—	.20	Hydrochloride.....oz.	28.00	—
Chloroform.....lb.	.32	—	.55	Ground.....lb.	.22	—	.26	Sulphate.....oz.	28.00	—
Chrysarobin.....oz.	.27	—	.29	Elm Bark, select.....lb.	.28	—	.32	Hydrochinon.....lb.	6.00	—
Cinchona Bark, pale, select'd.....lb.	.28	—	.32	Ground, pure.....lb.	.22	—	.32	Hydrogen Peroxide, Sol.....	—	—
Red.....lb.	.36	—	.38	Powdered, pure.....lb.	.23	—	.33	Medicinal.....lb.	.20	—
Yellow, Calisaya.....lb.	.38	—	.44	Epsom Salts (see Mag. Sul.).....	—	—	—	Sol. Technical.....lb.	—	—
Cinchonidine, Alkal., pure.....oz.	.50	—	.55	Large, Russian.....lb.	1.60	—	1.70	Hyoscyne Hydrob., 1 gr. v.....gr.	.34	—
Salicylate.....oz.	.28	—	.32	Powdered.....lb.	1.75	—	1.85	Hyoscyamine, Amorph., 15 gr.....	—	9.50
Sulphate.....oz.	.28	—	.32	Ether, Acetic.....lb.	.72	—	.77	Crystall, white.....gr.	.75	—
Cinchonine, Sulphate.....oz.	.14	—	.18	Chloric, U.S.P.....lb.	.80	—	1.10	Hydrobromide.....gr.	.40	—
Salicylate.....oz.	.18	—	.20	Nitrous Conct.....lb.	.80	—	1.10	Iceland Moss.....lb.	.12	—
Civet.....oz.	2.75	—	3.00	U.S.P.....lb.	.30	—	.32	Ichthyol.....lb.	6.00	—
Cloves, Zanzibar.....lb.	.25	—	.30	U.S.P., 1880.....lb.	.29	—	.36	Indigo, Bengal, true.....lb.	—	—
Powdered, pure.....lb.	.28	—	.30	Washed.....lb.	.29	—	.39	Manila.....lb.	—	—
Penang.....lb.	.50	—	.55	Valerianic.....oz.	—	—	—	Insect Powder.....lb.	.25	—
Cobalt, pow. (Fly Poison).....lb.	.43	—	.48	Eucaine Hydrochlor.....oz.	—	—	—	Pure Uncol'd Dalmatian.....lb.	.45	—
Cocaine, Alkaloid.....lb.	6.00	—	6.25	Eucalyptol, U.S.P.....oz.	.10	—	.14	Iodine Bromide.....oz.	—	.45
Cocaine, Alkaloid, 1/4 oz. vial.....oz.	5.50	—	5.75	Eucalyptus Leaves.....lb.	.15	—	.20	Resublimed.....lb.	4.15	—
Hydrochlor., cryst., ozs.....oz.	5.70	—	6.00	Eunonym (Eclac. powd.).....oz.	.80	—	.90	Iodoform, cryst. & powd.....lb.	4.60	—
1/4 oz. vials.....oz.	5.70	—	6.00	Euphorbium.....lb.	.28	—	.35	Deodorized.....oz.	.60	—
Oleate (5 p.c. Alk.).....oz.	.80	—	1.00	Powdered.....lb.	—	—	—			

## Jobbers' Prices Current of Drugs and Chemicals—(Cont'd)

Ipecac Root, Carthagenia.....lb.	1.75	— 1.90	Magnesium—			Oil Geranium, Rose—		
Powdered.....lb.	1.90	— 2.00	Sulphate (Sal Epsom).....lb.	.03 1/2	.05	Turkish.....lb.	4.75	— 5.50
Rio.....lb.	2.25	— 2.40	C.P. Crystals.....lb.	.17	— .20	Ginger.....oz.	.65	— .75
Irish Moss, bleached.....lb.	.20	— .22	Dried.....lb.		.15	Gingergrass.....lb.	2.00	— 2.25
Irisin (Eclectic Powder).....oz.		.60	Malva Flowers, large.....lb.	.45	.65	Haarlem, Dutch.....gross	3.40	— 3.60
Iron, Acetate, dry.....oz.		.26	Blue, small.....lb.	.40	.60	Gold Medal Tilly, large.....gross		— 18.00
Bromide.....oz.		.22	Mandrake Root.....lb.	.18	.28	Regular.....gross		— 6.00
Benzoate, U.S.P.....lb.		.25	Powdered.....lb.	.20	.28	Capsules.....gross		— 24.00
Chloride, cryst., U.S.P.....lb.		.80	Manganese, Bromide.....oz.	.23	.26	Sylvester's.....doz.		— 3.00
Citrate, U.S.P.....lb.	.80	— .90	Carbonate, cryst., medic.....oz.		.14			
and Ammonia, Sol.....lb.	.78	— .88	Chloride, cryst.....lb.	.80	.85	Hemlock, cans, 20 lbs. or		
and Quin. Cit. U.S.P.			Hypophosphite.....lb.		1.50	less.....lb.	.60	— .80
(12 p.c. Q.) Scales.....lb.	2.30	— 2.50	Lactate.....oz.	.25	.30	Juniper Berries.....lb.	1.45	— 1.90
Quinine and Strychnine.....lb.	2.60	— 2.75	Oxide, black, powd.....lb.	.08	.18	Wood.....lb.	.45	— .55
Hypophosphite.....lb.	1.65	— 1.75	Manna, flake, large.....lb.	1.00	1.10	Lard.....gal.	.85	— 1.10
Iodide.....oz.	.35	— .42	Small.....lb.	.60	.70	Lavender, Mitcham.....oz.		
Syrup.....lb.	.36	— .42	Marjoram Leaves, German.....lb.	.45	.50	Flowers.....lb.	4.75	— 5.00
Nitrate, Solution, U.S.P.....lb.	.27	— .30	Mastic.....lb.	1.15	1.30	Garden, French.....lb.	.90	— 1.00
Oxalate (Ferrous).....oz.	.08	— .12	Matico Leaves.....lb.	1.30	1.45	Spike.....lb.	1.25	— 1.55
Phosphate, gran., lb. bots.....lb.	.75	— .80	Menthol, cryst.....lb.	3.25	3.50	Lemon.....lb.	2.00	— 2.15
U.S.P. Scales.....lb.	.85	— .90	Mercury.....lb.	.90	1.00	Lemongrass.....lb.	1.75	— 1.90
Precipitated, 1 lb. bots.....lb.	.35	— .40	Ammon. (white precip.).....lb.	1.25	1.35	Limes, expressed.....lb.	4.00	— 4.25
Protocarb (Vallet's M.).....lb.		.30	Bichloride (cor. sub.).....lb.	.94	1.05	Distilled.....lb.	1.65	— 2.00
Pyrophosph. Scales Sol.....lb.	.85	— .90	Powdered.....lb.	.91	1.00	Linseed, boiled.....gal.	.65	— .70
Quevenne's (by hydgn.).....lb.	.48	— .58	Bisulphate.....lb.	.75	.85	Raw.....gal.	.63	— .68
Salicylate.....oz.	.11	— .14	Chloride, mild (Calomel).....lb.	1.00	1.10	Mace, distilled.....lb.	1.25	— 1.35
Sesquichloride.....lb.	.35	— .40	Iodide, green, Proto.....lb.	3.00	3.15	Expressed.....lb.	1.10	— 1.20
Nitrate, Solution.....lb.	.13	— .18	Red (Proc.) Bismuth.....lb.	3.25	3.40	Male Fern, Ethereal.....lb.	2.75	— 3.25
Subsulphate.....lb.	.27	— .30	Oxide, red (Red Precip.).....lb.	1.20	1.30	Menhaden, Northern.....gal.	.45	— .55
Solution (Monse's).....lb.	.12	— .15	Yellow.....oz.	.13	.16	Southern.....gal.	.45	— .55
Sulph. (Copperas).....100 lbs.	1.25	— 1.40	Salicylate.....oz.	.23	.27	Mustard, artificial.....lb.	3.75	— 4.00
Cryst., pure.....lb.	.05	— .08	Sulphate (Turp. Mineral).....lb.		1.05	Essential.....oz.	.38	— .60
Dried.....lb.	.15	— .18	Mercury with Chalk (by suc-			Expressed.....gal.	.90	— 1.00
Tartrate and Ammonium.....lb.	.70	— .74	cussion).....lb.	.51	.55	Neatsfoot.....gal.	.75	— 1.05
and Potassium, Scales.....lb.	.70	— .78	Millet Seed, American.....lb.	.08	.15	Neroli, Bigarade bets.....oz.	4.00	— 4.50
Tersulph. Sol, U.S.P.....lb.		.20	German.....lb.			Petale, extra.....oz.	4.75	— 5.25
Valerate.....oz.	.17	— .22	Morphine, Acetate, 1/4 oz. vial.....oz.	6.10	6.35	Nutmeg.....lb.	1.25	— 1.35
Icinglass, Russian.....lb.	5.00	— 5.25	Alkaloid, pure, 1/4 oz. v.....oz.	7.00	7.25			
Jaborandi Leaves.....lb.	.25	— .35	Hydrobromide, 1/4 oz. v.....oz.	6.75	6.90	Olive Lucca, Cream, 1/4 gal.		
Jalap Root, selected.....lb.	.20	— .26	Hydrochloride, 1/4 oz. v.....oz.	6.10	6.30	and 1 gal. cans.....gal.	3.25	— 3.50
Powdered.....lb.	.28	— .32	Sulphate, 1 oz. v.....oz.	5.85	6.05	3 and 6 gal. cans.....gal.	3.10	— 3.35
Juniper Berries.....lb.	.20	— .23	1/4 oz. vial.....oz.	6.10	6.30	Malaga.....gal.	1.20	— 1.40
Kamala.....lb.	.35	— .40	Valerate, 1/4 oz. v.....oz.	7.10	7.35	Orange, bitter.....lb.	4.30	— 4.75
Powdered.....lb.	.45	— .50	Mullein Flowers, 1 lb. cans.....lb.	1.20	1.30	Sweet.....lb.	2.10	— 2.25
Purified.....lb.	1.75	— 2.00	Musk Root.....lb.	.65	.70	Organum.....lb.	.40	— 1.10
Kaolin.....lb.	.07	— .09	Powdered.....lb.	.70	.75	Palm, Lagos.....lb.	.15	— .18
Kava Kava.....lb.	.35	— .40	Mustard Seed, black.....lb.	.14	.16	Kernel.....lb.	.18	— .20
Kino.....lb.	.60	— .65	Ground.....lb.	.20	.22	Paraffin.....gal.	.40	— .50
Powdered.....lb.	.70	— .75	White.....lb.	.12	.15	Light.....gal.	1.25	— 1.35
Kola Nuts, sml. and lge.....lb.	.20	— .25	Ground.....lb.	.28	.35	Russian.....gal.		2.00
Powdered.....lb.	.26	— .31	Myrrh (Gum-Resin).....lb.	.30	.45	Patchouli.....oz.	.45	— .65
Kousso, powdered.....lb.	.55	— .60	Naphthalene, flake or balls.....lb.	.05	.09	Peach Kernels.....lb.	.35	— .40
Lactucarium.....lb.	4.00	— 4.50	Nickel and Ammon. Sulph.....lb.	.20	.30	Peanut.....gal.	1.00	— 1.20
Ladies' Slipper Root.....lb.	.55	— .65	Sulphate.....lb.		.35	Pennyroyal.....lb.	1.85	— 2.00
Lanolin.....lb.	.65	— .70	Nutgalls.....lb.	.30	.36	Pepper, black.....lb.	.80	— .85
Anhydrous.....lb.	.85	— .90	Powdered.....lb.	.38	.42	Peppermint, N. Y.....lb.	2.10	— 2.20
Larkspur Seed.....lb.	.50	— .60	Nutmegs.....lb.	.28	.32	Hotchkiss.....lb.	3.50	— 3.75
Powdered.....lb.	.60	— .70	Extra large.....80 to lb.	.33	.40	Western.....lb.	2.00	— 2.10
Lavender Flowers.....lb.	.30	— .45	Nux Vomica.....lb.	.12	.14	Pimenta.....lb.	2.25	— 2.75
Lead Acetate (Sugar).....lb.	.12	— .26	Powdered.....lb.	.20	.26	Pine Needles.....lb.	.50	— .60
Chloride.....lb.	.50	— .75	Oil, Almond, bitter.....lb.	7.00	7.50	Poppy, true.....lb.	.25	— .30
Iodide, powdered.....oz.	.34	— .37	Without Acid.....lb.	8.00	8.50	Rape Seed.....gal.	1.00	— 1.10
Nitrate.....lb.	.20	— .25	Sweet, pure.....lb.	1.00	1.10	Rose, Kissanlik.....oz.	15.00	— 16.00
Leeches, best Swedish.....ea.	.12	— .15	Amber, crude, dark.....lb.	.20	.25	Artificial.....oz.	3.50	— 4.00
Lemon Peel, Ribbons.....lb.	.15	— .20	Rectified.....lb.	.25	.40	Rosemary Flowers.....lb.	1.25	— 1.50
Ground.....lb.	.20	— .25	Aniseed, Star.....lb.	.35	.40	Trieste.....lb.	.75	— .90
Licorice, Corig.....lb.	.37	— .42	Benne (Sesame) Imported.....lb.	2.25	2.30			
Mass.....lb.	.36	— .39	bbls., or less.....gal.	.95	1.05	Rosin.....gal.	.35	— .50
Powdered.....lb.	.44	— .50	Bergamot.....lb.	5.40	5.60	Rue, pure.....oz.	.40	— .70
Root, Russian, cut.....lb.	.18	— .22	Birch, Black (Betula).....lb.	2.00	2.25	Salad, Union Oil Co.....gal.	.70	— .75
Powdered.....lb.	.21	— .25	Cade.....lb.	.30	.36	Sandalwood, English.....lb.	6.00	— 6.25
Root, Spanish, bundles.....lb.	.12	— .22	Cajuput, bottles.....lb.	1.10	1.20	Savin.....lb.	2.70	— 2.80
Powdered.....lb.	.12	— .15	Camphor.....lb.	.24	.30	Spearmint, pure.....lb.	2.40	— 2.50
Lime, Chlorinated, bulk.....lb.	.05	— .07	Caraway.....lb.	2.00	2.25	Sassafras.....lb.	.75	— .85
Assorted, 1 1/4 and 1/2 lb.....lb.	.10	— .12	Cassia.....lb.	1.25	1.75	Sperm, winter, bichd.....gal.	.90	— 1.00
Lithium Acetate.....oz.		.20	Castor, American.....lb.	1.25	1.65	Spruce.....lb.	.75	— .90
Bitartrate.....oz.		.21	Cedar Leaves, pure.....lb.	.70	.80	Tansy.....lb.	4.00	— 4.30
Bromide.....lb.	3.15	— 3.25	Wood.....lb.	.30	.35	Thyme, commercial.....lb.	.45	— .55
Carbonate.....lb.	1.65	— 1.75	Celery.....oz.	.85	.95	Red, No. 1.....lb.	2.00	— 2.25
Citrate.....lb.	2.75	— 2.85	Chaulmoogra.....lb.	1.60	1.70	White.....lb.	2.40	— 2.50
Glycerophosphate.....oz.	.35	— .40	Cinnamon, Ceylon.....oz.	1.00	1.25	Whale.....gal.	.70	— .75
Salicylate.....lb.	2.00	— 2.10	Citronella.....lb.	.80	2.00	Wine, Ethereal, light.....lb.	4.25	— 4.50
Lobelia Herb.....lb.	.20	— .25	Cloves.....lb.	1.50	1.75	Heavy, true, f. grapes.....lb.	6.00	— 6.25
Powdered.....lb.	.25	— .30	Coconut, Cochinchina.....lb.	.20	.25	Wintergreen.....lb.	4.75	— 5.00
Seed, clean.....lb.	.35	— .40	Ceylon.....lb.	.18	.23	Synthetic.....lb.	1.25	— 1.40
Powdered.....lb.	.43	— .45	Copra.....lb.	.18	.23	Wormseed, Baltimore.....lb.	1.80	— 2.00
Lovage Root, select, white.....lb.	1.00	— 1.10	Cod Liver, Newfoundland.....gal.	1.00	1.10	Wormwood, Amer., good.....lb.	3.50	— 4.00
Seed.....lb.	.60	— .70	Domestic.....gal.	.90	1.00	Ointment, Mercurial, 1/4 mer-		
Lupulin.....lb.	2.50	— 2.60	Norwegian.....gal.	.90	1.00	cury.....lb.	.80	— .85
Lycopodium.....lb.	.85	— .90	bbls.....ea.	21.00	23.00	1/3 Mercury.....lb.	.75	— .80
Mace, whole.....lb.	.70	— .76	1/2 bbls.....ea.	11.50	12.50	Olibanum.....lb.	.22	— .30
Powdered.....lb.	.80	— .85	Copaiba, pure.....lb.	1.25	1.40	Opium (Natural).....lb.	.75	— 1.00
Magnesium, Benzoate.....oz.	.20	— .25	Coriander.....oz.	.60	.70	Granulated.....lb.	12.50	— 14.50
Calcined.....lb.	.50	— .62	Cottonseed, yellow & white.....gal.	.69	.74	U.S.P., powdered.....lb.	12.40	— 14.40
Carbonate, 4 ozs.....lb.	.14	— .22	Croton.....lb.	1.40	1.50	Orange Flowers.....lb.	.30	— 1.45
2 ozs.....lb.	.16	— .20	Cubeb.....lb.	3.65	3.80	Peel, Curacao.....lb.	.15	— .20
Powdered.....lb.	.09	— .28	Cumin.....lb.	5.25	5.50	Orris, Florentine.....lb.	.27	— .33
Ponderous.....lb.	.80	— .85	Dill.....oz.	.40	.45	Select Finger.....lb.	.90	— 2.00
Glycerophosphate.....oz.	.24	— .30	Erigeron, true.....lb.	1.55	1.65	Verona.....lb.	.28	— .32
Hypophosphite, pure.....lb.	1.25	— 1.60	Eucalyptus.....lb.	.70	1.30	Paraffin.....lb.	.10	— .12
Metal, Powdered.....oz.		.25	Fennel Seed, pure.....lb.	2.80	3.00	Paraform.....oz.		.35
Ribbon.....oz.		.45	Gaultheria Leaf.....lb.	4.50	4.75	Paraldehyde.....lb.	.75	— .85
Phosphate, pure.....oz.	.06	— .10	Geranium, Rose, natural.....lb.	7.00	7.75	Pareira Brava Root.....lb.	.35	— .38

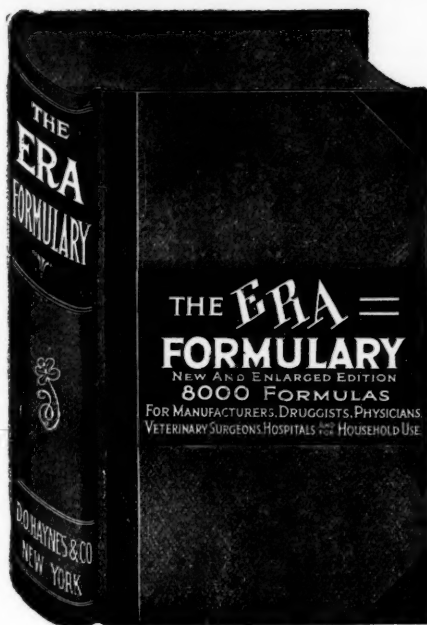




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**D. O. HAYNES & CO., Publishers**  
**No. 3 Park Place - - - - - New York**

# A QUESTION OF BUSINESS ETHICS

Important Correspondence with a prominent Wholesale Druggist regarding our Market Reports and Quotations which circulate to both Retailers and Jobbers

## FULL TEXT OF OUR REPLY EXPLAINING FULLY OUR POSITION

D. O. HAYNES & CO.,  
No. 3 Park Place, New York.

Oct. 12th, '14.

Gentlemen:—

We are in receipt of several copies of your WEEKLY DRUG MARKETS and on looking it over conclude that the document is mailed to the retail as well as the jobbing trade. If such is the case, we believe that your plan of printing wholesale as well as retail costs is entirely wrong, and one that is likely to cause considerable trouble for the jobber.

It seems to us that according to the ethics of business the jobbing price should be omitted from the list which is sent to the retail drug trade. No doubt many retailers will be glad to get this information, but they are not entitled to it any more than the retailer's own customers are entitled to know what he (the retailer) pays for his own stock.

We have always interpreted your attitude as recognizing the sphere and usefulness of the jobber, and on that account take this opportunity of presenting our views on this very important matter.

Yours very truly,  
(Name Withheld by Request.)

### OUR REPLY

Gentlemen:—

NEW YORK, Oct. 17, 1914.

We have your esteemed favor of Oct. 12th and note your objection to the publication of original package prices in our WEEKLY DRUG MARKETS, which circulates to the retail as well as to the jobbing trade.

No doubt your views in this matter are shared by many other jobbers and we are glad of this opportunity to explain to you fully our position.

This is not a new subject. It is one that every trade publisher has been compelled to face, and we did not decide to publish these prices without giving the matter careful consideration. Our position, however, is somewhat different from the comparison which you make.

We are exclusively TRADE publishers and the bulk of our circulation is with the retail trade. As we see it, it is our plain duty to publish the FACTS in regard to these markets as they exist, and let each subscriber select what he finds useful. Obviously, a drug market report is not complete if it eliminates any of the facts or figures appertaining to these markets. Neither is it our privilege to say what class of trade buyers shall, or shall not, read our reports. Our service is for the ENTIRE trade.

Retail druggists have sufficient business acumen to know that you jobbers are not in business for your health. They realize that they cannot buy at package prices unless they buy the quantity, any more than the housewife can expect to buy her apples in pecks or bushels at the prices she sees them quoted in her morning paper for carload lots. The retailer is willing that the jobber shall make his legitimate profit. He knows, too, that very frequently in the handling of these goods, particularly crude drugs, there is often a substantial loss to the jobber.

These package prices are necessary to show the dealer the trend of the market, whether it is upward or downward. Our market reports, which are gathered from first hands, promote intelligent buying and often assist the buyer in deciding on his purchases—whether to buy freely on something that is likely to advance, or to buy light on goods which show an indication to decline.

There is, also, a much broader view of this whole subject which we must consider and which we believe you as a jobber will recognize.

The retail druggist is the only merchant who is compelled to have a college education or its equivalent. He spends many years to prepare himself to practice pharmacy, but unfortunately our colleges of pharmacy do not provide him with the commercial knowledge which he requires to handle his business successfully.

For this commercial knowledge he must depend upon his experience and his trade journals, and our primary work in publishing WEEKLY DRUG MARKETS is to help the retailer to come in closer touch with the larger business operations, to get into the habit of studying market conditions as well as the ruling prices, so that he will be better qualified to handle his own purchases and not be entirely dependent upon the jobber, or his salesmen, for his information.

We are working on the conviction that every druggist who becomes a regular reader of this journal is better informed as a business man, better qualified to conduct his own business successfully, and for these reasons he is a more desirable customer for you as a jobber.

We will venture the statement, that among your own customers those who are best informed in regard to market conditions command your best attention and respect as customers, and pay their bills promptly. On the other hand, the druggist who is not informed and who is "easy" to sell, frequently buys more than he should, does not pay his account promptly and is not what you call a desirable customer.

It is not our intention to confine WEEKLY DRUG MARKETS to the markets and prices current.

You will notice from the copy of this week's issue which we are sending you, that we publish a great deal of other information regarding business conditions in certain lines and concerning individual articles; together with more or less general business news and financial information, our idea being to make this journal an all around reliable business publication for druggists—one that will keep them informed on the more important business topics, as well as to supply them with specific information on the goods in which they are directly interested.

We shall even go so far as to maintain an "Information Bureau" for supplying both commercial and technical information, which we place at the disposal of all subscribers.

If you and the other jobbers will take this broader view of this subject, you will agree with us that we are rendering a real service to the drug trade in promoting such a publication as WEEKLY DRUG MARKETS. The publication of package prices is merely an incident in the undertaking, but a vital part of a complete drug market service.

Everybody recognizes the necessity of the jobber in the drug trade. He is a great convenience to the retailer and he should be protected in his legitimate profits. It is not our desire to do anything to injure his interests, on the contrary, we are trying to assist the retail druggists to greater success, so that they will be better customers for the jobbers.

In our judgment, the drug trade in this country has been handicapped by not having the help of the right kind of a market journal, and you may know that we have many years of experience on which to base this statement.

Such a journal must be a weekly, for a monthly cannot give the service and a daily is too frequent, excepting for the very large dealers. The necessity for such a journal has been strongly emphasized by the recent developments in the drug and chemical markets.

We are trying to supply this need, so far with every evidence of success, and we trust that our efforts will meet the unqualified approval of yourselves and all jobbers who are sincerely interested in the success of the retail druggists.

We are indebted to you for your kindly interest in bringing this matter to our attention, thereby affording us an opportunity to fully explain our position, and we beg to remain, with personal regards,

Very truly yours,  
D. O. HAYNES & CO., Publishers,  
By D. O. HAYNES, President.

